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A Statistical Analysis of Retailing

FAIRCHILD FACT FILE

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A STATISTICAL ANALYSIS OF RETAILING
BASED ON THE 1982 CENSUS OF RETAIL TRADE

INTRODUCTION

Every five years, starting in 1930, the U.S. Department of Commerce, Bureau of the Census, has collected detailed information on retail trade, nationwide, as part of the economic census program (which also includes manufactures, wholesale trade and service industries).

Based on a series of detailed reports covering the 1982 Census of Retail Trade which has recently been issued by the Census Bureau, this Fact File summarizes and analyzes important findings on retail firms, the stores operated and sales volume. (Also see the Fact File: SALES OF MAJOR CLASSIFICATIONS OF CONSUMER GOODS BY RETAIL OUTLET TYPE--1986 Edition).

The information on the following pages is based entirely on the 1982 census covering stores with payroll, with some comparisons covering 1977 census data. Current estimates on total retail sales by store type are provided on a monthly and on an annual basis in the Census Bureau's Current Business Reports. Unlike the 1982 census data, the current reports cover both stores with paid employees and those without payroll; the reports also include leased department operations within data on the lessor store (rather than reported as separate operations, as explained in this INTRODUCTION.)

Data for the year 1984 is reported below to give an indication of current volume by store type, and trends since 1982.

Estimated Retail Sales By Outlet Type, 1984 & Percent Change 1984/1982
(Covers all outlets. Sales in millions of dollars)

	1984	Percent Change 1984/1982**
Retail trade, total	$ 1,297,015	21.0
Outlet type*		
Nondurable goods, total	832,728	13.2
General merchandise group stores	153,642	19.3
Department stores	129,284	20.6
Variety stores	9,067	8.8
Misc. general merchandise stores	15,291	15.4
Apparel & accessory stores	66,891	21.0
Men's & boys' wear stores	8,432	9.6
Women's clothing & accessory stores	27,899	26.9
Women's ready-to-wear stores	25,759	27.1
Family clothing stores	17,567	27.3
Shoe stores	10,339	13.1
Food stores	269,959	10.0
Grocery stores	252,936	9.9
Retail bakeries	4,135	12.7
Eating & drinking places	124,109	18.8
Drug & proprietary stores	44,165	22.2
Liquor stores	19,494	8.0
Nonstore retailers	26,243	10.2
Gasoline service stations	100,997	4.0

(continued)

Estimated Retail Sales By Outlet Type, 1984 & Percent Change 1984/1982
(Covers all outlets. Sales in millions of dollars)
(continued)

	1984	Percent Change 1984/1982**
Durable goods, total	$ 464,287	37.9
Jewelry stores	10,272	22.4
Homefurnishings stores group	63,581	84.9
Furniture stores	22,474	27.3
Household appliance, radio, TV stores	24,034	53.2
Household appliance stores	7,899	35.4
Building material, hardware, garden supply & mobile home dealers	68,703	34.9
Building material & supply stores	49,774	41.6
Hardware stores	9,530	10.1
Automotive dealers	277,008	43.4
Auto & home supply stores	24,384	17.4

* Table covers major outlet types. Major store groups may include store types not separately listed.

**1982 adjusted for comparability with 1984.

Source: Based on U.S. Bureau of the Census
Current Business Reports

General Explanation of Terms & Selected Kinds-of-Business Classifications

Firms: A business organization or entity consisting of one or more domestic establishments (locations), under common ownership or control. In the data covered in this Fact File, only firms (companies) with payroll are included.

Establishments/Stores: These terms cover a single physical location where business is conducted. It is not necessarily identical with a company or enterprise (firm), which may consist of one or more establishments. Census of retail trade figures represent a summary of reports for individual establishments rather than companies. When more than one activity is carried on at a single location under a single ownership, the entire retail establishment has been classified on the basis of its major activity, unless the activities are very separate and distinct. Only stores with paid employees are included in the 1982 census data by kind of business.

Leased Departments: Separately owned businesses operated as departments or concessions of retail business under another ownership (such as a separately owned shoe department in a department store) are treated as separate establishments and classified according to the kind of business conducted in the 1982 census reports. In earlier censuses, data for a leased department was included in the kind-of-business statistic for the lessor store. Because of this change, the Census Bureau retabulated 1977 total store data at the State and U.S. levels to put them on a comparable basis with the 1982 data. However, this adjustment has not been made for data on sales by merchandise line.

General Explanation of Terms & Selected Kinds-of-Business Classifications (continued)

Merchandise Lines: In addition to the treatment of leased departments, which affects merchandise line sales for specific outlet types (though not total sales), the 1982 census showed that the 31 broad merchandise lines covered in 1977 were expanded to total 34 broad merchandise lines, again affecting direct comparability. The merchandise line data reported in the census reflect the sales experience of retail establishments with payroll only.

Catalog Order Desks: These operations within retail stores, particularly department stores (such as the department store outlets operated by Sears, Roebuck, etc.), are included in the data for the stores in which they are operated. Sales attributed to mail order houses cover establishments primarily selling merchandise as a result of orders received by mail.

Kinds of Business: In classifying store or retail establishment types, the U.S. Bureau of the Census follows the Standard Industrial Classification (SIC) system. Retail trade major SIC groups 52 through 59 in the 1972 SIC manual includes establishments engaged in selling merchandise for personal or household consumption and in rendering services incidental to the sale of the goods. Sales do not include retail sales by manufacturers, wholesalers, service establishments, or other businesses whose primary activity is other than retail trade.

Although the count on stores, or establishments, in the data on merchandise line sales represents the number in business at the end of the year, the sales figures include sales of all establishments in business at any time during the year. Sales figures are net after deductions for refunds and allowances for merchandise returned by customers. Sales taxes collected from customers are not included in the sales totals.

For the most part, the store definitions are self-evident in assigned SIC classifications. However, some require explanation, as noted below:

Department stores (SIC 531): Establishments normally employing 25 people or more, having combined sales of apparel and soft goods amounting to 20% or more of total sales, and selling each of the following lines of merchandise:

1. Furniture, homefurnishings, appliances, radio and TV sets.
2. A general line of apparel for the family.
3. Household linens and dry goods (home textiles).

Leased department employment and merchandise lines are taken into account in classifying department stores; however, starting with the 1982 census, leased department sales are not counted in the department store sales total (or in any other type of store in which they are operated).

To qualify as a department store, sales of each of the three lines listed above must be less than 80% of total store sales. A store with total sales of $10 million or more is classified as a department store even if sales of one of the three merchandise lines listed exceed 80% of the total, provided that the combined sales of the other two are $1 million or more. In this connection, it should be noted that operators of department stores (firms) have become increasingly diversified in recent years, opening stores that are not in the department store classification.

General Explanation of Terms & Selected Kinds-of-Business Classifications
(continued)

The section RETAIL STORE PROFILES includes some special breakdowns issued by the Census Bureau on types of department stores included in SIC 531, covering total store counts and total sales (but not covered in detail in connection with merchandise line sales).

Conventional department stores: Stores which satisfy the criteria of a deparment store SIC 531, as described above, and--

1. Usually provide check-out service and customer assistance in each department.
2. Frequently have a catalog order desk.
3. Are not affiliated with a company which operates similar stores on a national basis.

National chain department stores: Stores which satisfy the criteria of a department store (SIC 531) as described above, and--

1. Usually provide check-out service and customer assistance in each department.
2. Usually have a catalog order desk.
3. Are affiliated with a company which operates similar stores on a national basis.

Discount or mass merchandising department stores: Stores which satisfy the criteria of a department store SIC 531, as described above, and--

1. Convey the image of a high-volume, fast turnover outlet selling a variety of merchandise for less than conventional prices.
2. Provide centralized check-out service.
3. Do not provide customer assistance within store departments. Merchandise is normally sold through self-service with minimal assistance provided in any department.
4. Do not have a catalog order desk.

Variety stores (SIC 533): Stores engaged in the retail sales of a variety of merchandise in the low and popular price ranges. Sales are usually on a cash-and-carry basis, with the open selling method of display and customer selection of merchandise. These stores generally do not carry a complete line of merchandise, are not departmentalized, do not carry their own charge service, and do not deliver merchandise.

Miscellaneous general merchandise stores (SIC 539): Stores usually selling a general line of apparel, home textiles, hardware, homewares or homefurnishings, groceries and other lines in limited amounts. Stores covered in the department store definition having less than 25 employees are included in this definition. (These stores are often called "junior department stores").

Mail order houses (SIC 5961): Establishments primarily selling merchandise as a result of orders received by mail. Customers are reached through catalogs, mailing pieces, newspaper and magazine ads, and ads on radio and television. NOTE: Departmentalized retail stores operated by mail order houses, which meet the definition covering SIC 531, or specialized stores operated by mail order houses--such as appliance stores--are classified and counted in data on those specific store types.

General Explanation of Terms & Selected Kinds-of-Business Classifications (continued)

In some tabulations at the national level, mail order houses have been divided by the Census Bureau into subclassifications on the basis of the merchandise they sell: department store merchandise, other general merchandise, and other mail order houses.

Direct selling establishments (SIC 5963): Establishments primarily selling merchandise by house-to-house canvass, by party plan, by telephone, or from a truck. The "establishment" is the location from which the canvassers operate. Canvassers who do not have any paid help are excluded from the tabulations in this report. In some tabulations at the national level, direct selling organizations are divided into subclassifications on the basis of the merchandise they sell, including: furniture; home furnishings, and equipment; mobile food service; books and stationery; and other direct selling.

NOTE: This FACT FILE covers information on retail trade in total and on the important types of retail business. However, the detailed Census Bureau reports do include breakouts covering store types not separately covered in the FACT FILE.

RETAIL STORE PROFILES

In the table immediately following, the Census Bureau has adjusted sales figures for 1977 to be comparable with 1982, based on the treatment of leased departments. The Fairchild Research Division has made estimates on 1977 store counts to be comparable, based on available information, with 1982 counts on establishments with payroll.

However, these adjustments have not been possible on figures covering retail operations by sales size, single and multi-unit firms and stores, etc., covered in the tables on selected store types. In connection with 1982/1977 comparisons, attention is again called to the explanation on the treatment of leased departments (INTRODUCTION, page 2). Direct comparability is also affected by differences in timing of Census Bureau figures--variously reported as covering retail operations in business the entire year, of those operating for any part of the year, or those in operation at the end of the year. Where percentages for both 1977 and 1982 are shown, the figures are believed to be fairly comparable, but should be used with the above in mind.

SUMMARY OF U.S. RETAIL TRADE BY OUTLET TYPE: 1982 AND 1977

(Covering establishments with payroll operating anytime during the year)

	Number of Establishments*		% Change in Establishments	Sales (Mil. $)**		% Change in Sales
	1982	1977(e)	1982/1977	1982	1977	1982/77
RETAIL TRADE, TOTAL	1,330,316	1,318,991	+ 0.9	$1,039,028.7	$696,959.6	+ 49.1
GENERAL MERCHANDISE STORE GROUP	34,145	38,353	- 11.0	119,946.9	87,332.5	+ 37.3
Department stores	9,981	8,807	+ 13.3	99,170.2	71,053.3	+ 39.6
Conventional	2,400	nr	—	31,774.5	nr	—
Discount/mass merchandising	5,764	nr	—	38,798.8	nr	—
National chain	1,817	nr	—	28,596.9	nr	—
Variety stores	10,989	14,152	- 22.4	8,090.2	6,841.2	+ 18.3
Misc. gen. mdse. stores	13,175	15,394	- 14.4	12,686.5	9,437.9	+ 34.4
APPAREL & ACCESSORY STORE GROUP	134,137	122,469	+ 9.5	56,869.1	36,318.6	+ 56.6
Men's & boys' wear stores	17,480	21,093	- 17.1	7,734.5	6,937.1	+ 11.5
Women's wear stores	50,961	45,892	+ 11.0	21,989.3	13,335.3	+ 64.9
Ready-to-wear stores	44,163	40,227	+ 9.8	20,248.9	12,343.7	+ 64.0
Accessory & specialty stores (hosiery, intimate apparel, etc.)	5,866	4,731	+ 24.0	1,740.4	991.6	+ 75.5
Furriers & fur shops	932	934	- 0.2	519.2	308.7	+ 68.2
Family clothing stores	17,859	16,025	+ 11.4	13,451.0	7,801.0	+ 72.4
Children's/infants' wear stores	5,325	4,367	+ 21.9	1,356.0	108.0	+ 91.5
Custom tailors & specialized apparel, accessory stores (uniforms, swimwear, sports apparel, wigs, etc.)	6,235	5,086	+ 22.6	1,062.8	612.6	+ 73.5
Shoe stores	36,277	24,450	+ 48.4	11,275.4	6,924.6	+ 62.8
Men's shoe stores	4,153	3,306	+ 25.6	1,110.7	732.0	+ 51.7
Women's shoe stores	7,832	4,934	+ 58.7	2,633.1	1,569.7	+ 67.7
Children's/juveniles' shoe stores	994	901	+ 10.3	218.1	145.6	+ 49.8
Family shoe stores	23,298	15,309	+ 52.2	7,313.6	4,477.3	+ 63.3
Luggage & leather goods stores	1,883	1,643	+ 14.6	589.4	348.8	+ 69.0
Jewely stores	22,786	20,922	+ 8.9	8,352.4	5,293.6	+ 57.8
Sewing, needlework, piece goods stores	9,774	10,184	- 4.0	2,494.7	1,867.7	+ 33.6
Sporting goods stores & bicycle shops***	20,152	17,147	+ 17.5	7,514.9	4,190.0	+ 79.4
General line sporting goods store	9,252	7,865	+ 17.6	4,377.5	2,427.6	+ 80.3
Specialty line sporting goods & bicycle shops***	10,900	9,282	+ 17.4	3,137.4	1,762.4	+ 78.0
Hobby, toy, game shops	7,691	6,615	+ 16.3	3,237.6	1,525.0	+112.3

Footnotes (*) are at end of table.

(continued)

SUMMARY OF U.S. RETAIL TRADE BY OUTLET TYPE: 1982 AND 1977
(Covering establishments with payroll operating anytime during the year)

RETAIL TRADE, (continued)	Number of Establishments* 1982	Number of Establishments* 1977(e)	% Change in Establishments 1982/1977	Sales (Mil. $)** 1982	Sales (Mil. $)** 1977	% Change in Sales 1982/77
HOME FURNISHINGS STORE GROUP	93,734	92,236	+ 1.6	$ 45,314.2	$ 31,707.3	+ 42.9
Furniture stores	29,609	31,366	- 5.6	17,223.4	13,623.0	+ 26.4
Floor covering stores	11,125	11,234	- 1.0	5,015.5	3,808.3	+ 31.7
Drapery, curtain, uphol. stores	4,063	4,488	- 0.6	858.1	670.4	+ 28.0
Misc. home furnishings spec. stores (lamp stores, china/glass stores, blind/shade stores, picture/mirror stores, etc.)	9,649	6,579	+ 46.6	2,974.7	1,310.8	+126.9
Household appliance stores	10,542	12,285	- 14.2	5,697.3	4,512.5	+ 26.3
Radio/TV stores	19,462	16,744	+ 16.2	9,764.2	5,046.3	+ 93.5
Record shops	4,420	3,655	+ 20.9	1,903.6	1,122.2	+ 69.6
Musical instrument stores	4,864	5,748	- 15.4	1,877.4	1,606.0	+ 16.9
Paint, glass, wallpaper stores	8,996	9,307	- 3.3	3,375.4	2,317.3	+ 45.7
Hardware stores	19,870	19,497	+ 1.9	8,335.1	5,747.3	+ 45.0
Nurseries, lawn & garden supply stores	7,850	6,947	+ 13.0	2,873.4	1,590.2	+ 80.7
AUTOMOTIVE GROUP, TOTAL	91,068	95,516	- 4.7	190,752.1	147,379.6	+ 29.4
Auto & home supply stores	40,729	37,505	+ 8.6	20,713.7	12,623.8	+ 64.1
Gift, novelty, souvenir shops	22,311	17,161	+ 30.0	4,619.8	2,235.9	+106.6
Book stores	9,355	17,606	- 46.9	3,133.0	1,724.1	+ 81.7
Stationery stores	4,750	4,838	- 1.8	1,494.8	1,063.8	+ 40.5
Camera & photographic supply stores	4,003	3,577	+ 11.9	1,884.2	1,115.4	+ 68.9
FOOD STORE GROUP	176,219	172,474	+ 2.2	240,519.7	153,248.4	+ 56.9
Grocery stores/supermarkets	128,494	126,842	+ 1.3	226,609.1	144,295.4	+ 57.0
Meat/seafood markets	10,995	11,257	- 2.3	5,274.2	3,492.7	+ 51.0
Bakery stores	17,580	16,286	+ 7.9	3,542.7	2,193.0	+ 61.5
Other food stores	19,150	18,089	+ 5.9	5,093.9	3,267.3	+ 55.9
DRUG & PROPRIETARY STORES	49,527	47,850	+ 3.5	36,242.4	23,241.6	+ 55.9
Drug stores	46,661	44,388	+ 5.1	34,940.7	22,452.7	+ 55.6
NONSTORE RETAILERS	21,803	20,830	+ 4.7	20,155.4	14,080.9	+ 43.1
Mail order houses	7,433	6,721	+ 10.8	11,253.7	7,441.4	+ 51.2
Department store merchandise	3,172	3,659	- 13.3	4,265.9	3,447.8	+ 23.7
Other general merchandise	605	513	+ 17.9	911.3	379.3	+140.2
Other	3,656	2,549	+ 43.4	6,076.4	3,614.3	+ 68.1
Direct selling establishments	8,724	8,370	+ 4.2	4,175.1	2,939.1	+ 42.1
Furniture, homefurnishings & equipment	2,587	2,449	+ 5.6	1,105.7	673.2	+ 64.3
Books & stationery	1,082	1,214	- 10.9	729.9	554.2	+ 31.7
Retail trade, nec.	32,823	27,037	+ 21.4	7,078.5	3,989.4	+ 77.4

NOTE: In some cases, group totals include retail outlet types which are not separately listed.

Footnotes (*) are at end of table.

RETAIL STORE PROFILES

(footnotes continued from preceding table)

* In the 1982 census, each leased department was treated as a separate establishment and was classified according to the kind of business conducted. As originally reported, data based on the 1977 census covering leased departments was included in the kind-of-business statistics of the lessor store. Based on census data, the Fairchild Research Division has estimated the number of establishments with payroll in 1977 comparable to the 1982 census counts, based on the new treatment of leased departments. Sales data have been adjusted for comparability by the Census Bureau. (These adjustments are not available in data on store size, employment size, etc.)

** It should be noted that sales totals are in current dollars and the effects of inflation have a bearing on reported sales increases.

*** Relatively few bicycle shops have paid employees and therefore represent a small part of the total.

(e) estimated.

nr not reported.

nec not elsewhere classified. Detailed Census Burea reports do include breakouts for store types not shown in the above table.

Source: U.S. Bureau of the Census,
Census of Retail Trade RC82-A-52,
RC77-A-52

TOTAL RETAIL TRADE

According to the 1982 Census of retail trade, a total of 905,591 retail companies operated 1,330,316 retail outlets which had one or more paid employees. These outlets had sales totaling $1.0 trillion that year. In 1977, 1,015,624 firms operated an estimated 1,318,991 retail outlets with payroll, and had sales amounting to $697 billion.

Counting retail operations without paid employees, the 1982 census reported a total of 1,923,228 retail outlets with sales amounting to $1.1 trillion. Detailed information in the census, on which this Fact File is based, was reported by the Census Bureau only for retail operations with paid employees. However, the retailers without payroll had a sales total in 1982 amounting to only $9,026 million, or 8.5% of total retail trade, while accounting for 592,912 outlets (30.8% of all retail outlets).

In the five-year span, 1977-1982, retail sales (in current dollars) of stores with payroll increased 49.1%. However, this was a period marked by two years of double-digit inflation. In 1979, the Consumer Price Index rose 13.3% over the previous year; in 1980, the CPI went up 12.4%. The 1982 CPI for all items except food, energy, and shelter stood at 245.6 -- 44.9% over the comparable CPI for 1977. (The 1984 CPI excluding food, energy and shelter stood at 271.2-- 10.4% over 1982). Counting food, energy and shelter, the 1982 CPI was 59.3% above 1977. The index for apparel and upkeep in 1982, however, rose only 24.4% compared with the 1977 index. (In 1984, it was 4.4% above 1977). Thus, it will be seen that inflation in the period covered by this report affected sales gains to varying degrees, but should be kept in mind when comparing sales totals in 1982 vs. 1977.

RETAIL STORE PROFILES

U.S. Retail Trade (With Payroll)

CONCENTRATION OF LARGEST FIRMS

	Stores Operated		Sales ($ figures in millions)	
	1982	1977	1982	1977
Total	1,330,316	1,318,991	$1,039,028.7	$ 696,959.6
All firms - Percent	100.0%	100.0%	100.0%	100.0%
4 largest firms	0.7	0.6	5.5	6.3
8 largest firms	1.0	1.0	8.8	9.6
20 largest firms	2.0	1.8	13.9	14.3
50 largest firms	3.6	3.3	19.8	19.3

SINGLE UNIT VS. MULTI-UNIT OPERATIONS

	1982			1977		
	Firms	Stores	Sales	Firms	Stores	Sales
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Single unit organizations	95.9	78.4	45.8	95.7	74.6	50.6
Multi-unit organizations	4.1	21.6	54.2	4.3	25.4	49.4
Less than 10 stores	3.9	7.7	13.5	4.0	9.3	11.6
10 or more stores	0.2	13.9	40.7	0.3	16.1	37.8
50 or more stores	*	10.9	33.7	0.1	12.5	31.1

* Less than 0.1%.

Source: U.S. Bureau of the Census,
Census of Retail Trade
RC82-1-1, RC77-S-1

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Department Stores   SIC Code 531

Department store business has become increasingly concentrated among the largest firms. The 1982 census showed 502 department store firms--including entities like Federated, Dayton Hudson, R.H. Macy, etc.--operating 9,981 stores (including discount department stores and department store outlets of mail order chains/mass merchandisers such as Sears and Penney, as well as conventional department stores).

The 50 largest firms in this classification accounted for 85.4% of the stores in 1982--up from 73.8% in 1977. They controlled almost 92% of 1982 department store sales compared with 86.5% in 1977.

Multi-unit organizations have expanded in the five-year span. In 1977, over half of the department store firms (52.5%) operated just one department store. By 1982, this figure fell to only 35.5%. The number of firms operating two to four stores jumped from 23.3% of the firms in 1977 to 40.4% in 1982. Firms operating 50 or more stores clearly dominate the department store picture. The 33 firms in this category in 1982 controlled 82% of the stores and 86.2% of sales. Firms of this size in 1977 operated about 69% of the stores, with 76% of sales.

Department store firms with a volume of $100 million or more (13.6% of the 1982 total) operated 89% of the department stores and had a 94.3% sales share. Of individual stores, department store units which had an annual volume of $5 million or more in 1982 controlled about 90% of total sales compared with an 82% share for stores of this size in 1977. (Keep in mind that store units include branch stores as well as main stores).

On an individual store basis, large department stores--those with 100 or more employees--accounted for 60% of stores and 83% of sales in 1982, close to their share of 61% of stores and 86% of sales in 1977.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982**	Sales, 1982 (mil. $)***	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	9,981	$ 99,170.2	100.0	100.0	100.0	100.0
4 largest firms*	3,749	41,639.7	37.6	42.0	32.6	44.0
8 largest firms*	5,173	57,338.3	51.8	57.8	41.6	56.8
20 largest firms*	6,987	80,804.1	70.0	81.5	57.1	73.5
50 largest firms*	8,529	91,057.5	85.4	91.8	73.8	86.5

# Firms operating anytime during the year.
Footnotes (*) are at end of table.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Department Stores   SIC Code 531

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982*	No. of Stores Operated, 1982**	Sales 1982 (mil. $)***	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	502	9,981	$98,750.2##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	178	178	905.1	35.5	52.2	1.7	3.6	0.9	1.4
Multi-unit organizations	324	9,803	97,845.1	64.5	47.5	98.3	96.4	99.1	98.6
Less than 10 stores	244	645	4,638.3	48.6	30.5	6.4	8.0	4.7	6.0
10 or more stores	80	9,158	93,206.9	16.0	17.0	91.7	88.4	94.4	92.6
50 or more stores	33	8,185	85,090.0	6.6	5.0	82.0	68.6	86.2	76.4

## Excludes $419,891,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982, 1977

	No. of Firms*		Percent of Total					
			Firms		Stores		Sales	
	1982	1977	1982	1977	1982	1977	1982	1977
Total	491	600#	100.0	100.0	100.0	100.0	100.0	100.0
Sales volume of firms:								
$100 mil. or more	67	79	13.6	13.2	88.9	83.0	94.3	91.8
$ 50 mil.-$99.9 mil.	32	32	6.5	5.3	3.6	5.1	2.4	2.9
$ 25 mil.-$49.9 mil.	33	39	6.7	6.5	2.1	3.2	1.1	1.9
$ 10 mil.-$24.9 mil.	70	81	14.3	13.5	2.0	3.2	1.1	1.7
Less than $10 mil.	289	369	58.9	61.5	3.4	5.4	1.1	1.7

# Firms operating anytime during the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982**	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977###	
			Stores	Sales	Stores	Sales
Annual sales total:						
Total	9,744	$ 97,376.2	100.0	100.0	100.0	100.0
$25 mil. or more	694	26,244.1	7.1	27.0	59.5	86.3
$ 5.0 mil.- $24.9 mil.	5,850	60,983.1	60.0	62.6		
$ 2.5 mil.- $ 4.9 mil.	2,277	8,467.1	23.3	8.7	33.3	12.4
Under $2.5 mil.	923	1,681.8	9.6	1.7	7.2	1.3

###According to the Census, 8,401 department stores were in operation the entire year 1977.

Footnotes are at end of table.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Department Stores SIC Code 531

(footnotes for previous tables)

* A firm is a business entity (company) that may consist of just one store or be the parent organization of many different stores. Included in department store "firms" are companies such as Federated Dept. Stores, Dayton Hudson Corp., May Department Stores, R.H. Macy, Associated Dry Goods, Carter Hawley Hale, etc. (Eleven firms were not in business the entire year).

** Each business location is counted as a separate store. Includes discount department stores and department store outlets of mail order chains as well as traditional department stores. For the first time, 1982 census of retail trade published reports included counts by type of department store operation (covering total operations, but not sales size, number of units or other measurements), as noted below. For Census Bureau definitions, see the INTRODUCTION.

	Stores	Sales*** Mil. $	Percent
Department stores, total	9,981	$99,170.2	100.0
Conventional	2,400	31,774.5	32.1
Discount or mass merchandising	5,764	38,798.8	39.1
National chain	1,817	28,596.9	28.8

*** Excludes leased department sales in 1982, but includes sales from catalog order desks. Consolidated department store sales, including leased departments, amounted to $107,162.8 million in 1982. In other words, leased department volume accounted for 7.4% of consolidated sales. In the sections covering Merchandise Line Sales, etc., in this Fact File, leased departments in all cases are not consolidated with kind-of-business data for the stores in which they are operated, but are treated by the Census Bureau as separate establishments.

Source: U.S. Bureau of the Census:
Census of Retail Trade, 1982, 1977

Store Type: Variety Stores (With Payroll) SIC Code 533

In 1982, there were 4,506 variety store firms with payroll in the U.S., operating 10,989 stores, with sales totaling $8.1 billion. In 1977, there were 6,029 variety store firms with payroll in operation, and sales totaled $6.8 billion.

Most variety stores with payroll are operated by multi-unit organizations. Such firms (9.7% of the total firm count) accounted for 63% of the variety stores, and 89% of sales in this classification in 1982; 80% of the sales were concentrated among the 18 variety store firms that had 50 or more stores. The latter operated half of the stores.

On an individual store basis, most (61%) had an annual sales volume of less than $500,000 in 1982, but accounted for only 18.3% of total sales. Stores with a volume of $1.0 million or more accounted for 19% of the total store count and had a 61% share of sales.

Most variety stores are small operations, with 10 to 50 employees. In 1982, over 37% of the stores were in this employment-size group. They accounted for 37.4% of sales. Variety stores with 20 to 49 employees (15.5% of the total) had a 33.8% share of sales. However, stores with over 50 employees (5.2%) held a 30% share of sales.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Variety Stores (With Payroll) SIC Code 533

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	10,989	$ 8,090.2	100.0	100.0	100.0	100.0
4 largest firms	3,051	4,960.0	27.7	61.3	24.1	50.1
8 largest firms	4,364	5,831.7	39.7	72.1	34.2	65.3
20 largest firms	5,524	6,511.7	50.3	80.5	43.5	74.0
50 largest firms	5,982	6,803.2	54.4	84.1	50.1	79.7

# Firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	4,506	10,989	$ 8,041.3##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	4,067	4,067	904.0	90.3	93.9	37.0	40.0	11.2	11.0
Multi-unit organizations	439	6,922	7,137.3	9.7	6.1	63.0	60.0	88.8	89.0
Less than 10 stores	387	812	362.1	8.6	4.9	7.4	6.8	4.5	4.6
10 or more stores	52	6,110	6,775.1	1.1	1.1	55.6	53.1	84.2	84.5
50 or more stores	18	5,501	6,408.4	0.4	0.4	50.1	47.0	79.7	79.4

##Excludes $48,917,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	4,243	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	31	0.7	53.9	83.5
$ 5.0 mil.-$ 9.9 mil.	18	0.4	1.9	1.5
$ 2.5 mil.-$ 4.9 mil.	36	0.8	2.1	1.6
$ 1.0 mil.-$2.49 mil.	147	3.5	2.8	2.6
Less than $1.0 mil.	4,011	94.5	39.3	10.8

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 9,253 firms in operation, including both those with payroll and those without paid employees. There were 6,029 firms with payroll in operation at the end of the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Variety Stores (With Payroll) SIC Code 533

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	10,437	$ 7,770.6	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	127	843.4	1.2	10.9	0.3	4.6
$ 2.5 mil.- $ 4.9 mil.	620	2,121.7	5.9	27.3	3.9	21.7
$ 1.0 mil.- $ 2.4 mil.	1,218	1,896.2	11.7	24.4	8.1	22.2
$ 0.5 mil.- $ 0.9 mil.	2,145	1,485.4	20.6	19.1	15.7	21.2
Less than $0.5 mil.	6,327	1,423.9	60.6	18.3	72.0	30.3

** The census showed a total of 13,153 stores with payroll operating the entire year and 15,907 including non-employer stores. The 2,754 variety stores without paid employees accounted for 17.3% of stores and 1.8% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Miscellaneous General Merchandise Stores (With Payroll) SIC Code 539

Retailers in this classification (often called junior department stores) are generally small operations, with annual volume under $500,000, and operating just one store. However, the 50 largest firms, which operate junior department stores, held a 59% share of total sales generated by retailers in this classification which had paid employees--up from a 52% share in 1977.

Multi-unit firms, of which there were only 874 in 1982--10.3% of the firms--operated 42% of the miscellaneous general merchandise stores which garnered over 78% of total sales.

On an individual store basis, units with sales of $1.0 million or more in 1982 (20.1% of the store count) did over three-fourths of total business that year in this classification.

While miscellaneous general merchandise stores with more than 100 employees and those with less than 10 each accounted for 19% of sales. Those with less than 10 represented 70% of stores and had an 18.5% share of 1982 sales.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Miscellaneous General Merchandise Stores (With Payroll)
SIC Code 539

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total 1982 Stores	Percent of Total 1982 Sales	Percent of Total 1977 Stores	Percent of Total 1977 Sales
All firms#	13,175	$ 12,686.5	100.0	100.0	100.0	100.0
4 largest firms	561	3,362.5	4.3	26.5	4.0	22.2
8 largest firms	2,067	4,406.1	15.7	34.7	8.4	29.4
20 largest firms	2,859	6,147.4	21.7	48.5	18.1	40.6
50 largest firms	3,332	7,476.5	25.3	58.9	23.5	52.1

# Firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total Firms 1982	Percent of Total Firms 1977	Percent of Total Stores 1982	Percent of Total Stores 1977	Percent of Total Sales 1982	Percent of Total Sales 1977
Total	8,510	13,175	$12,509.0##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	7,636	7,636	2,720.3	89.7	94.1	58.0	62.5	21.7	29.9
Multi-unit organizations	874	5,539	9,788.6	10.3	5.9	42.0	37.5	78.3	70.1
Less than 10 stores	815	1,776	3,062.3	9.5	5.3	13.4	11.4	24.5	23.5
10 or more stores	59	3,763	6,726.3	0.8	0.5	28.6	26.0	53.8	46.6
50 or more stores	13	2,768	5,138.5	0.2	0.1	21.0	19.3	41.1	30.4

## Excludes $177,603,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total Firms	Percent of Total Stores	Percent of Total Sales
Total	7,993	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	114	1.4	30.6	68.2
$ 5.0 mil.-$ 9.9 mil.	108	1.4	3.4	6.1
$ 2.5 mil.-$ 4.9 mil.	199	2.5	3.4	5.6
$ 1.0 mil.-$2.49 mil.	617	7.7	6.4	7.5
Less than $1.0 mil.	6,955	87.0	56.2	12.5

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 17,570 firms in operation, including both those with payroll and those without paid employees. There were 10,236 firms with payroll in operation at the end of the year.

Store Type: Miscellaneous General Merchandise Stores (With Payroll) SIC Code 539

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	12,403	$ 11,690.5	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	476	4,542.8	3.8	38.9	2.3	28.4
$ 2.5 mil.- $ 4.9 mil.	575	2,020.7	4.6	17.3	4.7	20.6
$ 1.0 mil.- $ 2.49 mil.	1,449	2,282.3	11.7	19.5	8.6	17.6
$ 0.5 mil.- $ 0.9 mil.	1,789	1,262.6	14.4	10.8	13.9	14.2
Under $0.5 mil.	8,114	1,582.1	65.4	13.5	70.5	19.2

** The census showed a total of 13,369 stores with payroll operating the entire year and 19,649 including non-employer stores. The 6,280 miscellaneous general merchandise stores without paid employees accounted for 32.0% of stores and 3.0% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Men's & Boys' Wear (Clothing & Furnishings) Stores (With Payroll) SIC Code 561

In 1982, there were 11,742 firms operating 17,480 men's and boys' wear specialty stores with payrolls and with total sales that year amounting to $7.7 billion. This compares with about 15,000 firms in this classification in 1977 with sales of $6.9 billion (current dollars).

The five-year span marked a period of consolidation. The 50 largest firms in this classification owned 17.5% of the men's specialty stores with payroll, compared with 5.3% in 1977, but sales share rose from 24.5% to only 26% in 1982. Multi-unit firms (14% of the 1982 total compared with about 9% in 1977) increased their share of stores from 34% to 42%, and their share of sales from 50% to 57%. (The different treatment of leased departments in 1982 is a factor in the shift in concentration. See INTRODUCTION, page 2).

Nine out of 10 men's specialty store firms (representing 63% of the 1982 store count covering operations with paid employees) had a total volume of less than $1.0 million in 1982, but these firms had a sales share of only 36.4%. The 1,172 firms that had a sales volume of $1.0 million or more in 1982 (10.5% of the firms) controlled 63.6% of 1982 sales.

Individual stores with a sales volume of $1.0 million or more in 1982--1,411 stores, or 8.5% of the total--accounted for 37.1% of men's specialty store (with payroll) sales volume, up from 27.4% of sales (current dollars) in 1977. Most men's wear stores, however, are small operations. In 1982, stores with less than $500,000 in annual volume accounted for 75% of the stores, but the share of sales was 27%. Eight out of 10 stores had fewer than 10 employees. These stores held a 49% share of sales. (Leased department operations, counted as individual stores in 1982, are a factor in these counts).

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Men's & Boys' Wear (Clothing & Furnishings) Stores (With Payroll)
SIC Code 561

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	17,480	$ 7,734.5	100.0	100.0	100.0	100.0
4 largest firms	986	736.0	5.6	9.5	1.7	8.6
8 largest firms	1,891	1,035.2	10.8	13.4	2.5	12.7
20 largest firms	2,366	1,495.1	13.5	19.3	4.0	18.9
50 largest firms	3,054	2,013.3	17.5	26.0	5.3	24.5

# Firms operating any time during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	11,742	17,480	$ 7,606.4##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	10,086	10,086	3,274.4	85.9	91.1	57.7	65.6	43.0	50.0
Multi-unit organizations	1,656	7,394	4,332.0	14.1	8.9	42.2	34.4	57.0	50.0
Less than 10 stores	1,561	3,494	2,125.3	13.3	8.2	19.9	17.8	27.9	23.6
10 or more stores	95	3,900	2,206.7	0.8	0.6	22.4	16.6	29.0	26.4
50 or more stores	15	2,465	1,097.7	0.1	0.1	14.1	9.8	14.4	15.4

##Excludes $128,153,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	11,197	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	73	0.7	19.6	30.3
$ 5.0 mil.-$ 9.9 mil.	84	0.8	3.5	7.8
$ 2.5 mil.-$ 4.9 mil.	209	1.9	4.7	9.6
$ 1.0 mil.-$2.49 mil.	806	7.2	9.3	16.0
Less than $1.0 mil.	10,025	89.5	62.9	36.4

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 16,908 firms in operation, including both those with payroll and those without paid employees. There were 14,868 firms with payroll in operation at the end of the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Men's & Boys' Wear (Clothing & Furnishings) Stores (With Payroll)
SIC Code 561

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	16,688	$ 7,365.0	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	47	410.2	0.3	5.6	0.1	2.6
$ 2.5 mil.- $ 4.9 mil.	183	605.7	1.1	8.2	1.1	8.8
$ 1.0 mil.- $ 2.49 mil.	1,181	1,719.5	7.1	23.3	4.2	16.0
$ 0.5 mil.- $ 0.9 mil.	2,763	1,900.9	16.6	25.8	12.4	24.5
$ 0.25 mil.- $0.49 mil.	4,916	1,729.4	29.5	23.5	18.6	20.6
Less than $0.25 mil.	7,598	997.3	45.5	13.5	63.6	27.5

** The census showed a total of 18,614 stores with payroll operating the entire year and 20,349 including non-employer stores. The 1,735 men's & boys' wear stores without paid employees accounted for 8.5% of stores and 1.3% of sales. Comparable figures are not available for 1982. (Treatment of leased departments as separate stores in 1982 swells the data on smaller operations).

Note: Unless otherwise specified, store data covers establishments in operation at the end of the year.
For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Women's Wear Specialty Stores (All Types, including Ready-to-Wear Stores, Specialty Accessory Stores, Furriers) (With Payroll)
SIC Codes 562, 563, 568

The number of companies or firms operating women's wear specialty stores with payroll (all types) was reported at 28,565 in 1982, compared with close to 30,000 in 1977. Sales (on a current dollar basis) amounted to about $22 billion in 1982, up from $13.3 billion in 1977, with inflation in this period a factor in the 64.9% sales gain. About 51,000 stores in this classification were operating in 1982, up from an estimated 46,000 in 1977.

The five-year period was marked by increasing concentration of specialty store business among large firms and big stores. In 1982, the 50 largest firms operated 24% of the women's specialty stores with payroll and controlled almost 45% of sales. Comparable figures in 1977 were about 13% and 33%, respectively. (The different treatment of leased departments in 1977 is a factor in the sales shift. See INTRODUCTION, page 2).

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Women's Wear Specialty Stores (All Types, including Ready-to-Wear Stores, Specialty Accessory Stores, Furriers) (With Payroll)
SIC Codes 562, 563, 568

Multi-unit firms increased from 8.3% of the total to 12.7%. Their share of stores went up from about 39% to 51%; their share of sales jumped from 64% to 73%. The 62 firms that operated 50 or more specialty stores in 1982 (0.2% of the firms), had a 40.2% share of sales, while operating about 28% of the specialty stores with payroll.

On an individual store basis, most reported women's specialty operations with payroll are small operations. Those with sales of $250,000 or less in 1982 represented over half (53.4%) of the count, but accounted for only 15% of sales. Almost eight out of 10 stores had fewer than 10 employees, but their sales share was 37.5%. Included in these 1982 counts are an undetermined number of leased department operations now counted as single stores. Women's specialty stores with sales of $1.0 million or more (8.9% of the total count) had a 43% share of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	50,961	$21,989.3	100.0	100.0	100.0	100.0
4 largest firms	4,386	4,237.8	8.6	19.3	2.4	11.0
8 largest firms	5,409	5,719.1	10.6	26.0	3.5	15.7
20 largest firms	8,605	7,807.8	16.9	35.5	6.9	24.2
50 largest firms	12,321	9,800.7	24.2	44.6	12.7	33.3

# Firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	28,565	50,961	$21,716.4##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	24,946	24,946	5,844.5	87.3	91.7	49.0	61.3	26.9	36.4
Multi-unit organizations	3,619	26,015	15,871.9	12.7	8.3	51.0	38.7	73.1	63.6
Less than 10 stores	3,376	8,171	3,935.2	11.8	7.6	16.0	16.2	18.1	20.8
10 or more stores	243	17,844	11,936.7	0.9	0.7	35.0	22.5	55.0	42.8
50 or more stores	62	14,207	8,737.7	0.2	0.2	27.9	15.2	40.2	25.2

##Excludes $272,914,000 in sales of firms not in business at end of year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Women's Wear Specialty Stores (All Types, Including Ready-to-Wear Stores, Specialty Accessory Stores, Furriers) (With Payroll) SIC Codes 562, 563, 568

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total Firms	Percent of Total Stores	Percent of Total Sales
Total	26,799	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	169	0.6	32.7	55.9
$ 5.0 mil.-$ 9.9 mil.	161	0.6	3.0	5.3
$ 2.5 mil.-$ 4.9 mil.	379	1.4	3.2	6.1
$ 1.0 mil.-$2.49 mil.	1,268	4.7	5.9	8.9
Less than $1.0 mil.	24,822	92.6	55.2	23.8

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 38,839 firms in operation, including both those with payroll and those without paid employees. There were 29,641 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total 1982 Stores	Percent of Total 1982 Sales	Percent of Total 1977** Stores	Percent of Total 1977** Sales
Total	47,903	$20,668.0	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	205	2,078.7	0.4	10.1	1.5	18.8
$ 2.5 mil.- $ 4.9 mil.	430	1,417.5	0.9	6.9		
$ 1.0 mil.- $2.49 mil.	3,634	5,298.8	7.6	25.6	4.0	16.7
$ 0.5 mil.- $ 0.9 mil.	7,228	5,024.4	15.1	24.3	10.5	22.7
$ 0.25 mil.- $0.49 mil.	10,792	3,810.7	22.5	18.4	11.9	14.2
Less than $0.25 mil.	25,614	3,037.9	53.4	14.7	72.1	27.6

** The 1977 census showed a total of 38,901 stores with payroll operating the entire year and 46,536 including non-employer stores. The 7,635 women's wear specialty stores without paid employees accounted for 16.4% of stores and 1.9% of sales. Comparable figures are not available for 1982. (Treatment of leased departments as separate stores in 1982 swells the data on smaller operations).

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

The women's wear store category includes 24,084 firms operating ready-to-wear stores and 4,573 firms operating accessory and specialty stores and furriers.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Women's Ready-to-Wear Stores (With Payroll) SIC Code 562 (Part)

According to the 1982 census, there were 24,084 firms operating 44,163 women's ready-to-wear stores (primarily selling coats, suits, dresses, pants) throughout the country, with sales totaling $20.2 billion. This compares with over 26,000 firms in this classification in 1977, and sales amounting to $12.3 billion (current dollar basis).

In the five-year period, there was a marked shift in sales concentration to the larger firms. The top 50 in 1982 held a 48% share of women's ready-to-wear store sales volume among stores with paid employees; their share of stores amounted to 27.1%. In 1977, the top 50 firms had about 14% of the stores and a 35% share of sales. The different treatment of leased departments is an important factor in the shift of sales concentration to larger firms in 1982. (See INTRODUCTION, page 2).

Multi-unit women's ready-to-wear retailer operations increased from 8.4% of the firms in 1977 to 13.2% in 1982. Their share of stores rose from 39% to 53%; their sales share, from 65% in 1977 to 75% in 1982. The 207 firms with 10 or more stores in 1982 controlled over half of the total sales volume among specialty stores with payroll.

On an individual store basis, those with annual volume of $1.0 million or more in 1982 (9.7%) held a 44% share of total sales in this store classification. Stores of this size in 1977 (5.8% of the total count) held a 36% share of sales.

Inclusion of leased department operations as separate stores in 1982 has an undetermined but real effect on counts involving smaller specialty store operations. Ready-to-wear stores with fewer than 10 employees represented 77% of the store count and held a 43% share of sales. Half of the store/leased operation count of ready-to-wear stores in 1982 were in the under-$250,00 a year volume group, with a share of only 13.1% of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	44,163	$20,248.9	100.0	100.0	100.0	100.0
4 largest firms	4,382	4,230.7	9.9	20.9	2.6	11.4
8 largest firms	5,402	5,710.8	12.2	28.2	3.8	16.5
20 largest firms	8,553	7,789.5	19.4	38.5	7.6	25.6
50 largest firms	11,964	9,679.8	27.1	47.8	13.8	35.1

# Firms operating anytime during the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Women's Ready-to-Wear Stores (With Payroll) SIC Code 562 (Part)

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total: Firms 1982	Firms 1977	Stores 1982	Stores 1977	Sales 1982	Sales 1977
Total	24,084	44,163	$20,007.8##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	20,898	20,898	4,934.5	86.8	91.6	47.3	60.7	24.7	35.0
Multi-unit organizations	3,186	23,265	15,073.3	13.2	8.4	52.7	39.3	75.3	65.0
Less than 10 stores	2,979	7,147	4,727.5	12.3	7.7	16.2	16.2	23.6	21.0
10 or more stores	207	16,118	10,345.8	0.9	0.7	36.4	23.1	51.7	44.0
50 or more stores	55	13,044	na	0.2	0.2	29.5	15.5	na	26.0

na - not available

##Excludes $241,130,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total: Firms	Stores	Sales
Total	22,586	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	156	0.7	34.8	58.5
$ 5.0 mil.-$ 9.9 mil.	146	0.6	2.9	5.2
$ 2.5 mil.-$ 4.9 mil.	337	1.5	3.3	5.9
$ 1.0 mil.-$2.49 mil.	1,099	4.9	5.6	8.3
Less than $1.0 mil.	20,848	92.3	53.4	22.1

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 31,612 firms in operation, including both those with payroll and those without paid employees. There were 26,130 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total: 1982 Stores	1982 Sales	1977** Stores	1977** Sales
Total	41,463	$19,022.3	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	194	1,996.5	0.5	10.5	0.3	8.3
$ 2.5 mil.- $ 4.9 mil.	385	1,270.3	0.9	6.7	1.4	11.3
$ 1.0 mil.- $2.49 mil.	3,458	5,033.4	8.3	26.5	4.1	16.6
$ 0.5 mil.- $ 0.9 mil.	6,805	4,736.3	16.4	24.9	11.3	23.1
$ 0.25 mil.- $0.49 mil.	9,872	3,496.2	23.8	18.4	12.6	14.3
Less than $0.25 mil	20,749	2,489.6	50.0	13.1	70.3	26.4

**The census showed a total of 34,550 stores with payroll operating the entire year and 39,047 including non-employer stores. The 4,497 women's ready-to-wear stores without paid employees accounted for 11.5% of stores and 1.4% of sales. Comparable figures are not available for 1982. Treatment of leased departments as separate stores in 1982 swells the data on smaller operations.)

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Family Clothing Stores (With Payroll) SIC Code 565

The 1982 Census counted 10,485 firms operating family clothing stores (with payroll) in that year, operating 17,859 stores, with a sales volume of $13.4 billion. Over half of the 1982 sales volume was concentrated among the 50 largest firms (which operated 4,043 stores, or 52.5% of the total store count). In 1977, the 50 top firms in this classification operated 19.5% of the stores and had a 47% share of sales.

Multi-unit firms have increased their share of sales in this store classification from 68.3% in 1977 to 77.5% in 1982. Their share of stores in this period went up from 41.7% to 51.6%. There were only 121 family clothing store firms with 10 or more stores in 1982, but they operated over 5,000 stores (30.5% of the total) and had a 54% piece of the sales pie.

On a store basis, the 3,167 stores (18.7% of the total) which had an annual volume of $1.0 million or more in 1982 chalked up a 65% share of sales. Stores of this size in 1977 accounted for 12.9% of the stores, or 53% of sales.

Smaller stores, with less than 10 employees, accounted for almost 65% of family clothing stores in 1982, but only a 21.5% share of sales. Stores with a volume under $500,000 in 1982 (62% of the stores) had a 16.6% share of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	17,859	$13,451.0	100.0	100.0	100.0	100.0
4 largest firms	1,846	3,199.4	10.3	23.7	8.7	23.6
8 largest firms	2,419	4,345.5	13.5	32.3	12.3	29.9
20 largest firms	3,281	5,834.8	18.3	43.4	15.0	38.5
50 largest firms	4,043	7,064.6	22.6	52.5	19.5	46.9

# Firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	10,485	17,859	$13,307.4##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	8,641	8,641	2,988.2	82.4	90.5	48.4	58.3	22.5	31.7
Multi-unit organizations	1,844	9,218	10,319.2	17.6	9.5	51.6	41.7	77.5	68.3
Less than 10 stores	1,815	3,796	3,178.1	16.4	8.7	21.1	17.5	23.8	23.9
10 or more stores	121	5,449	7,140.9	1.2	0.8	30.5	24.2	53.7	44.4
50 or more stores	20	3,628	5,348.2	0.2	na	20.3	na	40.2	na

na not available
##Excludes $143,616,000 in sales of firms not in business at end of year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Family Clothing Stores (With Payroll) SIC Code 565

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	9,947	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	120	1.2	28.1	61.9
$ 5.0 mil.-$ 9.9 mil.	114	1.1	4.4	6.1
$ 2.5 mil.-$ 4.9 mil.	238	2.4	4.5	6.3
$ 1.0 mil.-$2.49 mil.	774	7.8	8.0	8.9
Less than $1.0 mil.	8,701	87.5	55.0	16.8

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 15,873 firms in operation, including both those with payroll and those without paid employees. There were 10,267 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	16,914	$12,682.3	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	277	2,479.2	1.6	19.5	0.6	8.9
$ 2.5 mil.- $ 4.9 mil.	689	2,430.2	4.1	19.2	3.7	21.1
$ 1.0 mil.- $ 2.49 mil.	2,201	3,371.6	13.0	26.6	8.6	23.0
$ 0.5 mil.- $ 0.99 mil.	3,264	2,298.3	19.3	18.1	15.1	20.5
$ 0.25 mil.-$0.49 mil.	3,576	1,283.7	21.1	10.1	15.9	11.8
Under $0.25 million	6,907	819.3	40.8	6.5	56.1	14.7

** The census showed a total of 14,384 stores with payroll operating the entire year and 18,841 including non-employer stores. The 4,457 family clothing stores without paid employees accounted for 23.7% of stores and 1.8% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Children's & Infants' Wear Stores (With Payroll) SIC Code 564

Children's and infants' wear specialty stores are predominantly single-unit operations with an annual sales volume under $500,000. The 50 largest firms in this classification operated 462 stores (8.7% of the children's specialty stores with payroll) and garnered a 26% share of total sales. This was up from 4.6% share of stores and 16.8% share of sales accounted for by the top 50 firms in 1977. (See INTRODUCTION, page 2, regarding the different treatment of leased departments, which affects comparability of published 1982 and 1977 data).

Only 465 firms (10.4% of the 1982 total) operate more than one children's/infants' wear store, but they operated 25% of all stores in this classification (with payroll) and racked up over 41% of total sales that year.

In 1982, 181 firms operating children's/infants' wear stores had sales of $1.0 million or more. They represented 4.3% of the firms, 15.3% of the stores, and accounted for 41.8% of sales.

On a store basis, only 166 stores (out of a total of 4,943 in 1982) had a volume of $1.0 million or more. Their sales share has not been published by the Census Bureau in order to avoid disclosure of individual operations, but it is in excess of 20%, compared with the 7.7% sales share held by stores of this size in 1977.

A majority of children's and infants' wear stores employed less than 10 employees in 1982 (86.1%) and held a 57.6% share of sales. It should be noted that the inclusion in these figures of leased department operations as separate stores is a factor of undetermined weight in these counts.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total 1982 Stores	Percent of Total 1982 Sales	Percent of Total 1977 Stores	Percent of Total 1977 Sales
All firms#	5,325	$ 1,356.0	100.0	100.0	100.0	100.0
4 largest firms	244	173.5	4.6	12.8	1.0	4.1
8 largest firms	278	209.5	5.2	15.4	1.3	5.9
20 largest firms	352	268.9	6.6	19.8	2.3	10.0
50 largest firms	462	356.1	8.7	26.3	4.6	16.8

# Firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total Firms 1982	Firms 1977	Stores 1982	Stores 1977	Sales 1982	Sales 1977
Total	4,450	5,325	$ 1,312.2##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	3,985	3,985	769.4	89.6	94.6	74.8	85.4	58.6	74.8
Multi-unit organizations	465	1,340	542.8	10.4	5.4	25.2	14.6	41.3	25.2
Less than 10 stores	455	1,006	331.6	10.3	5.4	18.9	13.8	25.3	na
10 or more stores	10	334	211.3	0.2	###	6.3	0.8	16.1	na
50 or more stores	3	224	159.8	0.1	###	4.2	—	12.2	—

na not available
## Excludes $43,794,000 in sales of firms not in business at end of year.
###Less than 0.1%.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Children's & Infants' Wear Stores (With Payroll) SIC Code 564

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms, 1982	Percent of Total		
		Firms	Stores	Sales
Total	4,145	100.0	100.0	100.0
Sales volume of firms:				
$ 5.0 mil. or more	14	0.3	6.6	18.7
$ 2.5 mil.-$ 4.9 mil.	27	0.7	2.3	7.0
$ 1.0 mil.-$2.49 mil.	140	3.3	6.3	16.1
Less than $1.0 mil.	3,964	95.6	84.7	58.2

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 4,802 firms in operation, including both those with payroll and those without paid employees. There were 3,915 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	4,943	$ 1,254.9	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	4	na	0.1	na	0.2	3.3
$ 2.5 mil.- $ 4.9 mil.	9	27.8	0.2	2.2		
$ 1.0 mil.- $2.49 mil.	153	207.9	3.1	16.6	0.6	4.4
$ 0.5 mil.- $ 0.9 mil.	473	319.6	9.6	25.5	4.2	16.1
$ 0.25 mil.- $0.49 mil.	861	296.4	17.4	23.6	9.3	19.5
Less than $0.25 mil.	3,443	na	69.7	na	85.7	56.7

na not available

** The census showed a total of 3,736 stores with payroll operating the entire year and 4,403 including non-employer stores. The 667 children's and infant's wear stores without paid employees accounted for 15.1% of stores and 3.4% of sales. Comparable figures are not available for 1982. (The treatment of leased departments as separate stores in 1982 swells the data on smaller operations).

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Shoe Stores (All Types With Payroll) SIC Code 566

According to the 1982 census of retail trade, 12,449 firms operating 36,277 shoe stores with payroll were in business that year. This compares with 11,544 firms in operation in 1977, and a total of 21,732 shoe stores in operation as originally reported, or 24,450 when adjusted for the change made in 1982 in the treatment of leased deparmtents (see INTRODUCTION, page 2).

Of the total shoe store count in 1982, family shoe stores numbered 23,298 (64.2% of the total); women's shoe stores, 7,832 (21.6%); men's shoe stores, 4,153 (11.4%); children's/juvenile's shoe stores, 994 (2.7%).

Total sales of shoe stores in 1982 amounted to $11.3 billion, gaining 63% over the 1977 total (adjusted for comparability, but on a current dollar basis). Of the 1982 total, sales of family shoe stores accounted for 64.9%; women's shoe stores, 23.3%; men's shoe stores, 9.9%; children's/juveniles' shoe stores, 1.9%.

Shoe store business is highly concentrated among the largest firms--to a much greater extent in 1982 than noted five years earlier. The latest count showed the top 50 firms accounting for over half (53%) of the shoe stores and chalking up 56.3% of sales. In 1977, the top 50 firms operated 39% of the stores and garnered about 50% of shoe store sales.

The 144 shoe store firms operating 10 or more stores in 1982 operated over 58% of total stores with payroll and had a 62% share of total sales. This was up from 44% and 53%, respectively, in 1977.

Firms with a sales volume of $10.0 million or more in 1982, numbering 61, operated 55% of the shoe stores with payroll and controlled over 58% of sales. On an individual store basis, shoe stores with a total sales volume of $1.0 million or more (921, or 2.7% of the 1982 total) accounted for 13.9% of total shoe store (with payroll) volume as compared with 6.9% of sales accrued to this volume group in 1977 (current dollar basis).

On an individual store basis, small shoe stores with less than 10 employees were the norm (90% of stores; 79% of sales). Shoe stores with a volume under $500,000 in 1982 were reported to represent 85.5% of the shoe stores with payroll and to hold a 61% share of sales. However, leased shoe departments (numbers not available at this time) were treated as separate stores in 1982, and this swells the small-store counts.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	36,277	$11,275.4	100.0	100.0	100.0	100.0
4 largest firms	8,462	3,079.1	23.3	27.3	15.2	23.4
8 largest firms	12,557	4,244.2	34.6	37.6	24.0	31.1
20 largest firms	17,517	5,661.1	48.3	50.2	33.7	43.1
50 largest firms	19,271	6,345.0	53.1	56.3	39.2	49.8

# Firms operating anytime during the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Shoe Stores Total (All Types With Payroll) SIC Code 566

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	12,449	36,277	$11,134.7##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	10,551	10,551	2,591.3	84.8	98.6	29.1	42.3	23.3	30.8
Multi-unit organizations	1,898	25,726	8,543.4	15.2	10.4	70.9	57.7	76.7	69.2
Less than 10 stores	1,754	4,565	1,723.3	14.1	9.6	12.6	14.0	15.4	16.2
10 or more stores	144	21,161	6,820.1	1.0	0.9	58.3	43.7	62.2	53.0
50 or more stores	37	19,099	6,051.1	0.3	0.3	52.7	37.4	54.3	45.8

##Excludes $140,648,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	11,744	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	61	0.5	55.0	58.5
$ 5.0 mil.-$ 9.9 mil.	73	0.6	2.9	4.5
$ 2.5 mil.-$ 4.9 mil.	141	1.2	3.0	4.6
$ 1.0 mil.-$2.49 mil.	595	5.1	4.7	8.2
Less than $1.0 mil.	10,874	92.6	34.4	24.2

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 14,985 firms in operation, including both those with payroll and those without paid employees. There were 11,544 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	34,080	$10,622.9	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	18	132.5	0.2	1.2	0.2	1.9
$ 2.5 mil.- $ 4.9 mil.	60	194.5		1.8		
$ 1.0 mil.- $2.49 mil.	843	1,158.3	2.5	10.9	0.9	5.0
$ 0.5 mil.- $0.99 mil.	4,010	2,668.3	11.8	25.1	6.7	18.8
Under $0.5 million	29,149	6,469.3	85.5	60.9	92.2	74.3

(see footnote on next page)

Store Type: Shoe Stores Total (All Types With Payroll) SIC Code 566

(footnote from preceding tables)

** The census showed a total of 21,732 stores with payroll operating the entire year and 24,712 including non-employer stores. The 2,980 shoe stores without employees accounted for 12.1% of stores and 2.2% of sales. Comparable figures are not available for 1982. (Treatment of leased departments as separate stores in 1982 is an important factor in the data on smaller operations).

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

The shoe store classification includes 1,099 firms operating men's shoe stores, 2,980 operating women's, 589 operating children's & juveniles' and 8,140 operating family shoe stores in 1982. See page 6 for number of shoe stores and sales by store type.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Jewelry Stores (With Payroll) SIC Code 5944

In 1982, according to the census, there were 16,164 firms operating 22,786 jewelry stores with payroll, with a total volume close to $8.4 billion. This represented an 8.9% gain in store count compared with 1977, while sales, on a current dollar basis, were up 57.8% (not adjusted for inflation).

Sales have become more concentrated among large firms and larger jewelry stores. In 1982, the 50 largest firms were reported to be operating 17.5% of the stores, while registering a 32.2% share of sales. Comparable figures in 1977 were 13.0% and 27.2%, respectively. (See INTRODUCTION, page 2, regarding the different treatment of leased departments in 1982, which affects comparability with 1977 published data).

Single-store firms no longer dominate the market. In 1982, firms operating more than one jewelry store with payroll increased their share of sales to 53.3%, from the 44.8% share held by multi-unit firms in 1977. Chains of 10 or more stores controlled 31.5% of sales in 1982, up from 23.4% in 1977.

In 1982, 55 jewelry store firms had a volume of $10.0 million. These firms operated 18.3% of the jewelry stores and controlled almost 34% of sales.

On an individual store basis, the 1,431 jewelry stores that had sales of $1.0 million or more in 1982--6.5% of the stores--had a 35.0% share of sales. In 1977, stores of this size represented 3.5% of the store count and racked up 25.3% of sales.

With over 85% of total store count, jewelry stores with less than 10 employees captured 56% of sales in 1982. Those with 100 or more employees represented 0.1% of stores and 2.8% of sales. (Again, it should be noted that the treatment of leased departments as separate stores is an important factor in the data on smaller stores for 1982).

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Jewelry Stores (With Payroll) SIC Code 5944

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	22,786	$ 8,352.4	100.0	100.0	100.0	100.0
4 largest firms	2,298	1,420.4	10.1	17.0	6.7	13.4
8 largest firms	2,547	1,731.4	11.2	20.7	8.7	17.0
20 largest firms	3,292	2,171.6	14.4	26.0	10.8	22.0
50 largest firms	3,993	2,686.6	17.5	32.2	13.0	27.2

# Covers firms operating any time during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	16,164	22,786	$ 8,238.4##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	14,812	14,812	3,849.8	91.6	94.6	65.0	73.6	46.7	55.2
Multi-unit organizations	1,352	7,974	4,388.6	8.4	5.4	35.0	26.4	53.3	44.8
Less than 10 stores	1,270	3,089	1,820.8	7.8	5.0	13.5	11.7	21.9	21.4
10 or more stores	82	4,885	2,585.8	0.5	0.4	21.4	14.7	31.5	23.4
50 or more stores	18	3,585	1,842.5	0.1	0.2	15.7	9.6	22.4	15.6

##Excludes $114,093,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	15,465	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	55	0.4	18.3	33.6
$ 5.0 mil.-$ 9.9 mil.	86	0.6	3.7	7.1
$ 2.5 mil.-$ 4.9 mil.	182	1.2	3.1	7.6
$ 1.0 mil.-$2.49 mil.	744	4.8	6.1	13.4
Less than $1.0 mil.	14,398	93.1	68.7	38.4

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 29,739 firms in operation, including both those with payroll and those without paid employees. There were 15,632 firms with payroll in operation at the end of the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Jewelry Stores (With Payroll) SIC Code 5944

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	21,794	$ 8,008.7	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	51	505.8	0.2	6.3	0.1	4.5
$ 2.5 mil.- $ 4.9 mil.	178	602.9	0.8	7.5	0.8	8.0
$ 1.0 mil.- $ 2.49 mil.	1,202	1,694.8	5.5	21.2	2.6	12.8
$ 0.5 mil.- $ 0.99 mil.	2,909	1,978.9	13.3	24.7	8.3	20.3
$ 0.25 mil.- $0.49 mil.	5,066	1,800.6	23.2	22.5	13.6	19.1
Under $0.25 million	12,388	1,425.7	56.8	17.8	74.6	35.3

** The census showed a total of 17,153 stores with payroll operating the entire year and 29,743 including non-employer stores. The 12,230 jewelry stores without paid employees accounted for 41.1% of stores and 7.0% of sales. Comparable figures are not available for 1982. (The treatment of leased departments as separate stores in 1982 has an undetermined effect on smaller store data.)

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Sewing, Needlework, Piece Goods Stores (With Payroll)
SIC Code 5949

A total of 9,774 sewing, needlework, piece goods stores (with payroll) were counted in the 1982 census, with sales of $2.5 billion. While the number of stores registered a decline compared with 1977 (-4%), sales, on a current dollar basis, were up about 34% in the five year period.

Over half of sales (54%) were controlled by the 50 largest firms operating sewing, needlework, piece goods stores, although they operated only 26% of the stores. About 50% of the 1982 sales were registered by the 30 firms which operated 10 or more stores compared with the 45% share of sales held by firms of this size in 1977.

Individual stores with a volume of less than $250,000 (65% of the stores with payroll) in 1982 held only a 24% share of sales compared with the 67% share garnered by stores of this size in 1977. Stores with a volume of $1.0 million or more in 1982 (3.3% of the stores) chalked up 19.1% of sales. Comparable percentages in 1977 (current dollar basis) were 1.4% and 10.7%, respectively.

Smaller stores with less than 10 employees accounted for 78% of stores and 45% of sales in 1982 while those with 50 or more employees had 0.4% of stores and 3.5% of sales.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Sewing, Needlework, Piece Good Stores (With Payroll)
SIC Code 5949

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	9,774	$ 2,494.7	100.0	100.0	100.0	100.0
4 largest firms	1,735	774.9	17.8	31.1	13.4	27.7
8 largest firms	2,035	1,038.7	20.8	41.6	16.3	35.5
20 largest firms	2,324	1,204.6	23.8	48.3	20.7	42.8
50 largest firms	2,560	1,341.4	26.2	53.8	24.6	49.2

# Covers firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	6,678	9,774	$ 2,448.6##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	6,234	6,234	855.3	93.4	94.7	63.8	64.8	34.9	40.0
Multi-unit organizations	444	3,540	1,593.2	6.6	5.3	36.2	35.2	65.1	60.0
Less than 10 stores	414	1,023	375.2	6.2	4.7	10.5	10.5	15.3	15.0
10 or more stores	30	2,517	1,218.0	0.4	0.6	25.7	24.7	49.7	45.0
50 or more stores	7	1,993	979.4	0.1	0.2	20.3	18.9	40.0	37.9

##Excludes $46,110,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	6,215	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	16	0.3	24.4	48.4
$ 5.0 mil.-$ 9.9 mil.	13	0.2	1.6	3.7
$ 2.5 mil.-$ 4.9 mil.	38	0.6	2.4	5.3
$ 1.0 mil.-$2.49 mil.	137	2.2	4.2	8.5
$ 0.5 mil.-$ 0.9 mil.	279	4.5	4.3	7.9
Less than $0.5 mil.	5,732	92.2	63.1	26.2

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 15,876 firms in operation, including both those with payroll and those without paid employees. There were 6,883 firms with payroll in operation at the end of the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Sewing, Needlework, Piece Good Stores (With Payroll)
SIC Code 5949

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	9,199	$ 2,383.7	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	--	--	--	--	--	--
$ 2.5 mil.- $ 4.9 mil.	21	69.7	0.2	2.9	0.2	2.8
$ 1.0 mil.- $ 2.49 mil.	282	386.7	3.1	16.2	1.2	7.9
$ 0.5 mil.- $ 0.99 mil.	1,050	702.9	11.4	29.5	7.0	2.5
$ 0.25 mil.- $0.49 mil.	1,881	661.2	20.4	27.7	10.1	19.8
Under $0.25 million	5,965	563.2	64.8	23.6	81.5	67.0

** The census showed a total of 8,750 stores with payroll operating the entire year and 16,340 including non-employer stores. The 7,590 sewing, needlework and piece goods stores without paid employees accounted for 46.5% of stores and 7.2% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Hobby, Toy & Game Shops (With Payroll) SIC Code 5945

In 1982, the census of retail trade counted 5,895 firms operating 7,691 stores with payroll classified as hobby, toy or game shops. Sales in that year were reported at about $3.2 billion. In 1977, there were 6,615 stores with payroll in this classification, operating anytime during the year, with sales totaling $1.5 billion.

Hobby, toy and game shop business is highly concentrated among large firms. In 1982, the 50 largest held a 66% share of sales, while operating 18% of the stores with payroll. Figures for 1977 were 54.5% and 15.2%, respectively. (See INTRODUCTION, page 2, regarding treatment of leased departments, which affects comparability in published figures).

Almost three-quarters of the sales volume in this classification is in the multi-unit, or chain organizations. Those firms operating more than one store held a 74% share of sales in 1982; those operating 10 or more held a share of about 62%, up from 45.1% in 1977.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Hobby, Toy & Game Shops (With Payroll) SIC Code 5945

There were 132 stores in 1982 which had an annual volume of $5.0 million or more. These stores did almost one-third of total sales registered by toy stores, etc., with payroll. This was a tremendous jump over the 4.8% share of sales held by stores with a volume of $5.0 million or more in 1977.

With only 5.4% of store units, hobby, toy & game shops with 20 or more employees garnered the lion's share of sales, 53.0%. Small stores with less than 10 employees had 86% of stores and 33% of sales. (Leased toy departments in 1982 were counted as separate stores, which has some impact--of undetermined extent--on smaller store counts for 1982).

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	7,691	$ 3,237.6	100.0	100.0	100.0	100.0
4 largest firms	701	1,655.1	9.1	51.1	2.8	30.5
8 largest firms	912	1,790.8	11.9	55.3	9.0	38.1
20 largest firms	1,158	1,948.2	15.1	60.2	12.3	46.4
50 largest firms	1,328	2,134.7	18.0	65.9	15.2	54.5

# Covers firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	5,895	7,691	$ 3,185.9##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	5,495	5,495	828.0	93.2	95.3	71.4	75.7	26.0	38.0
Multi-unit organizations	400	2,196	2,357.9	6.8	4.7	28.6	24.3	74.0	62.0
Less than 10 stores	371	852	388.4	6.3	4.4	11.1	11.1	12.2	16.9
10 or more stores	29	1,344	1,969.5	0.5	0.3	17.4	13.2	61.8	45.1
50 or more stores	7	943	na	0.1	na	12.3	7.6	na	26.2

na not available
##Excludes $51,751,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	5,426	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	21	0.4	16.2	62.3
$ 5.0 mil.-$ 9.9 mil.	19	0.4	1.6	4.2
$ 2.5 mil.-$ 4.9 mil.	37	0.7	2.7	4.0
$ 1.0 mil.-$2.49 mil.	130	2.4	3.6	6.5
$ 0.5 mil.-$ 0.9 mil.	282	5.2	5.6	6.1
Less than $0.5 mil.	4,937	91.0	70.3	16.9

(footnote on next page)

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Hobby, Toy & Game Shops (With Payroll) SIC Code 5945

(footnote from preceding table)

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 17,194 firms in operation, including both those with payroll and those without paid employees. There were 5,221 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total 1982 Stores	Percent of Total 1982 Sales	Percent of Total 1977** Stores	Percent of Total 1977** Sales
Total	7,120	$ 3,043.8	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	132	999.1	1.9	32.8	0.2	4.8
$ 2.5 mil.- $ 4.9 mil.	146	507.7	2.1	16.7	2.6	30.1
$ 1.0 mil.- $ 2.49 mil.	200	320.5	2.8	10.5	2.2	12.5
$ 0.5 mil.- $ 0.99 mil.	640	427.8	9.0	14.1	4.6	11.6
$ 0.25 mil.- $0.49 mil.	993	359.2	13.9	11.8	8.3	12.2
Under $0.25 million	5,009	429.5	70.4	14.1	82.1	28.8

** The census showed a total of 5,515 stores with payroll operating the entire year and 15,267 including non-employer stores. The 9,752 hobby, toy and game stores without paid employees accounted for 63.9% of stores and 10.9% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Sporting Goods Stores (General Line & Specialty Line Total (With Payroll) SIC Code 5941

As explained in the INTRODUCTION to this Fact File, in 1982 the census of retail trade treated leased departments as separate retail establishments, classified according to type of merchandise. In earlier censuses, leased department data was incorporated in figures covering the stores in which these departments were operated (the lessor store).

It develops that this change has had a major impact on 1982 data covering general line sporting goods stores, making valid comparisons with 1977 census findings of doubtful value. They exaggerate the growth in the number of general line sporting goods store, while diminishing the sporting goods business reported in general merchandise stores (the primary type of lessor store).

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Sporting Goods Stores (General Line & Specialty Line)
Total (With Payroll) SIC Code 5941

The U.S. Census Bureau has issued the following supplemental information for 1982: a total of 2,017 leased departments, re-classified as general line sporting goods stores, were operated by two firms. These operations had a combined total of $1,060.5 million in sales (24.2% of the $4,377.5 million sales total reported for general line sporting goods stores in 1982). Through trade information, one of these operations can be identified as K-mart Sports Corp. (which leased the departments from K-mart Enterprises, operating some 1,800 departments in 1982 (but which is no longer in operation).

The effect of the change in methodology which included such operations as separate sporting goods stores is seen in the following census data. In 1982, the Bureau reported a total of 15,907 sporting goods firms, including 5,928 firms operating 9,252 general line sporting goods stores with payroll and 10,021 firms operating 10,900 specialty line sporting goods stores (including bicycle shops) with payroll.

In 1977, when leased departments were not counted as separate stores, the census reported a total of 15,632 firms with payroll, including 7,865 general line sporting goods firms operating 7,865 stores; 8,664 specialty line sporting goods firms operating 9,282 stores. (Store counts are for those in operation anytime during the year).

The increase in the number of general line sporting goods stores, from 7,028 in 1977 to 9,252 in 1982 is to a large extent attributed to the inclusion of leased departments, and reflects a temporary situation in the retail market. In the following tables, some data has been shown for 1977 in order to give a basic pattern, to the extent possible, in the profile of the market at that time based on the different treatment of leased departments.

Store Definitions

GENERAL LINE SPORTING GOODS STORES (SIC 5941 part): Stores primarily selling a general line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf and other sports. Also gymnasium and other equipment.

SPECIALTY LINE SPORTING GOODS STORES (SIC 5941 part): Stores specializing in a maximum of four lines of sporting goods and equipment such as guns, bicycles, trophies, skiing, golfing, bowling and billiards equipment. (Bicycle shops represent a substantial portion of counts involving specialty line sporting goods stores without payroll--reported in 1977, but not in 1982).

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Sporting Goods Stores (General Line & Specialty Line)
Total (With Payroll) SIC Code 5941

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	20,152	$ 7,514.9	100.0	100.0	100.0	100.0
4 largest firms	2,290	1,389.4	11.4	18.4	1.1	7.6
8 largest firms	2,377	1,589.8	11.8	21.2	1.3	9.8
20 largest firms	2,552	1,865.6	12.7	24.8	1.8	13.4
50 largest firms	2,757	2,145.6	13.7	28.6	2.7	17.1

# Covers firms operating anytime during the year.
##See explanation regarding comparability of 1982 and 1977 data on page 6.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total##					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	15,907	20,152	$ 7,360.3##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	14,536	14,536	3,853.9	91.4	95.6	72.1	87.1	52.4	69.1
Multi-unit organizations	1,371	5,616	3,506.5	8.6	4.4	27.9	12.9	47.6	30.9
Less than 10 stores	1,342	2,908	1,677.3	8.4	4.3	14.4	10.8	22.7	19.8
10 or more stores	29	2,708	1,829.2	na	na	na	13.5	2.1	11.1
25 or more stores	6	2,388	1,481.0	na	na	11.9	1.1	20.2	7.7

na not available
## See above footnote.
###Excludes $154,594,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	14,508	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	30	0.2	14.0	27.7
$ 5.0 mil.-$ 9.9 mil.	59	0.4	1.5	5.4
$ 2.5 mil.-$ 4.9 mil.	157	1.1	2.3	7.6
$ 1.0 mil.-$2.49 mil.	795	5.5	6.6	16.4
Less than $1.0 mil.	13,467	92.8	75.6	42.8

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 30,003 firms in operation, including both those with payroll and those without paid employees. There were 15,632 firms with payroll in operation at the end of the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Sporting Goods Stores (General Line & Specialty Line)
Total (With Payroll) SIC Code 5941

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total##			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	18,590	$ 7,083.4	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	50	371.9	0.3	5.3	0.1	3.1
$ 2.5 mil.- $ 4.9 mil.	189	636.2	1.0	9.0	1.0	10.5
$ 1.0 mil.- $ 2.49 mil.	1,102	1,640.2	5.9	23.1	3.2	15.5
$ 0.5 mil.- $ 0.99 mil.	2,451	1,656.1	13.1	23.4	8.6	21.4
$ 0.25 mil.- $0.49 mil.	4,538	1,604.5	24.4	22.7	11.9	16.5
Under $0.25 million	10,260	1,174.5	55.2	16.5	75.2	33.0

## See explanation regarding comparability of 1982 and 1977 data on pages 35, 36.

** The 1977 census showed a total of 13,883 stores with payroll operating the entire year and 26,059 stores without payroll. Most of those stores without paid employees were bicycle shops. The 12,176 stores without payroll accounted for 47% of stores and 9.5% of sales. Comparable figures are not available for 1982. (The treatment of leased departments as separate stores in 1982 affects the data on smaller operations).

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: General Line Sporting Goods Stores (With Payroll)
SIC Code 5941 (Part)

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total## 1982 Stores	1982 Sales	1977 Stores	1977 Sales
All firms	9,252	$ 4,377.5	100.0	100.0	100.0	100.0
4 largest firms	2,287	1,387.6	24.7	31.7	2.4	13.0
8 largest firms	2,382	1,573.5	25.7	35.9	3.0	16.6
20 largest firms	2,510	1,802.6	27.1	41.1	4.0	21.4
50 largest firms	2,692	2,021.1	29.1	46.2	5.5	26.6

# Covers firms operating anytime during the year.
See explanation regarding comparability of 1982 and 1977 data on pages 35, 36.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales 1982 (mil. $)	Percent of Total Firms 1982	Firms 1977	Stores 1982	Stores 1977	Sales 1982	Sales 1977
Total	5,928	9,252	$ 4,305.0###	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	5,278	5,278	1,618.4	89.0	95.2	57.0	85.1	37.6	62.4
Multi-unit organizations	650	3,974	2,686.6	11.0	4.7	43.0	14.8	62.4	37.6
Less than 10 stores	628	1,376	952.9	10.6	4.5	14.9	10.9	22.1	18.8
10 or more stores	22	2,598	1,733.7	0.4	0.2	28.1	0.4	40.3	18.8
25 or more stores	6	2,378	1,479.7	0.1	na	25.7	na	34.4	na

na not available
## See above footnote.
###Excludes $72,519,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982

	No. of Firms 1982	No. of Firms 1977	Percent of Total## Firms 1982	Firms 1977	Stores 1982	Stores 1977	Sales 1982	Sales 1977
Total	5,449	7,028	100.0	100.0	100.0	100.0	100.0	100.0
Sales volume of firms:								
$10.0 mil. or more	23	12	0.4	0.7	28.7	3.5	43.2	22.2
$ 5.0 mil.-$ 9.9 mil.	35	12	0.6	0.7	2.3	0.8	5.3	
$ 2.5 mil.-$ 4.9 mil.	96	33.5	1.8	4.8	3.2	8.1	7.9	25.5
$ 1.0 mil.-$2.49 mil.	407		7.5		7.1		14.2	
Less than $1.0 mil.	4,888	6,669	89.7	94.9	58.7	87.6	29.4	52.3

## See above footnote.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: General Line Sporting Goods Stores (With Payroll)
SIC Code 5941 (Part) (continued)

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total## 1982 Stores	1982 Sales	1977* Stores	1977* Sales
Total:	8,709	$ 4,195.2	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	31	239.6	0.4	5.7	0.2	3.4
$ 2.5 mil.- $ 4.9 mil.	136	461.4	1.6	11.0	0.8	14.4
$ 1.0 mil.- $ 2.49 mil.	726	1,088.7	8.3	26.0	5.3	20.1
$ 0.5 mil.- $ 0.99 mil.	1,526	1,055.3	17.5	25.2	11.5	22.7
$ 0.25 mil.-$ 0.49 mil.	2,523	904.7	29.0	21.6	14.2	15.4
Less than $0.25 mil.	3,767	445.5	43.3	10.6	68.0	24.0

## See explanation regarding comparability of 1982 and 1977 data on pages 37, 38. The treatment of leased departments as separate general line sporting goods stores in 1982 has an effect on the counts covering smaller individual stores. Leased departments included as single general line sporting goods stores with payroll in 1982 number 2,017 and had a volume of $1,060.5 million--24.2% of the $4,377.5 million in sales reported for all general line sporting goods stores with payroll in 1982.

* The 1977 census showed a total of 6,365 stores with payroll operating the entire year. Separate figures were not reported for stores without payroll. (See the data on SPORTING GOODS STORES, TOTAL, pages 37, 38.

Store Type: Specialty Line Sporting Goods Stores (including Bicycle Shops)
(With Payroll) SIC Code 5941 (Part)

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total## 1982 Stores	1982 Sales	1977 Stores	1977 Sales
All firms#	10,900	$ 3,137.4	100.0	100.0	100.0	100.0
4 largest firms	52	107.4	0.5	3.4	0.2	3.5
8 largest firms	85	146.7	0.8	4.7	0.4	5.0
20 largest firms	124	233.1	1.1	7.4	1.0	8.0
50 largest firms	220	372.9	2.0	11.9	2.0	12.0

# Covers firms operating anytime during the year.

## See explanation regarding comparability of 1982 and 1977 data on page 35, 36.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Specialty Line Sporting Goods Stores (including Bicycle Shops) (With Payroll) SIC Code 5941 (Part)

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total## Firms 1982	Firms 1977	Stores 1982	Stores 1977	Sales 1982	Sales 1977
Total	10,021	10,900	$ 3,055.0###	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	9,258	9,258	2,235.5	92.4	96.1	84.9	89.7	73.2	80.9
Multi-unit organizations	763	1,642	819.5	7.6	3.9	15.1	10.3	26.8	19.1
Less than 10 stores	757	1,554	743.7	7.5	na	14.2	na	24.4	na
10 or more stores	6	88	75.8	0.1	na	0.8	na	2.5	na

na not available

##See explanation regarding comparability of 1982 and 1977. Data on pages 35 and 36.

###Excludes $82,453,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR

	No. of Firms 1982	No. of Firms 1977	Percent of Total## Firms 1982	Firms 1977	Stores 1982	Stores 1977	Sales 1982	Sales 1977
Total	9,092	8,664	100.0	100.0	100.0	100.0	100.0	100.0
Sales volume of firms:								
$10.0 mil. or more	6	181	0.1	2.1	0.7	4.7	9.7	22.1
$ 5.0 mil.-$ 9.9 mil.	23		0.3		0.8			
$ 2.5 mil.-$ 4.9 mil.	64		0.7		1.6		7.6	
$ 1.0 mil.-$2.49 mil.	387		4.3		6.0		19.8	
$ 0.5 mil.-$ 0.9 mil.	809	463	8.9	5.8	10.3	6.6	18.9	17.8
Less than $0.5 mil.	7,803	8,020	85.8	92.6	80.6	88.7	44.0	60.1

## See above footnote.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total## 1982 Stores	1982 Sales	1977* Stores	1977* Sales
Total	9,881	$ 2,888.2	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	19	132.3	0.2	4.6	0.4	2.7
$ 2.5 mil.- $ 4.9 mil.	53	174.8	0.5	6.1		4.9
$ 1.0 mil.- $ 2.49 mil.	376	551.5	3.8	19.1	1.4	9.0
$ 0.5 mil.- $ 0.99 mil.	889	600.8	9.0	20.8	6.2	19.5
$0.25 mil. - $0.49 mil.	2,015	699.8	20.4	24.2	10.0	17.9
Less than $0.25 mil.	6,529	729.0	66.1	25.2	82.0	46.0

(footnote on next page)

**The 1977 census showed a total of 7,518 stores with payroll operating the entire year. Separate figures were not reported for stores without payroll However, in 1977 the census counted 12,176 sporting goods stores without payroll--including both general line and specialty line. As previously noted, many of the specialty line stores without payroll are bicycle shops. Comparable figures are not available for 1982. (The treatment of leased departments as separate stores in 1982 has an affect on data covering smaller stores.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Furniture Stores (With Payroll) SIC Code 5712

According to the 1982 census, 29,609 furniture stores with payroll were operated by 24,926 firms. This was down from the comparable estimate for 1977, indicating a total of 31,366 furniture stores, or leased departments, operated by 27,344 firms. While the number of furniture store firms declined about 9% in the five-year span, sales (on a current dollar basis) were up 26.4%.

The 50 largest firms in 1982 operated 4.1% of the furniture outlets with payroll, and had a 17.3% share of total sales. Comparable figures in 1977 were 3.9% and 16.6%. In 1982, 3,312 furniture store companies (13.8% of the total) had a sales volume of $1.0 million or more. These firms operated one out of four furniture outlets, but garnered almost two-thirds (64.3%) of total furniture store (with payroll) sales.

On an individual store basis, stores with a volume of $1.0 million or more--representing 14.4% of the 1982 total count (or 4,099 stores) accounted for 54.9% of total furniture store (with payroll) sales in 1982. In 1977, stores with a volume of $1.0 million or more represented 9.9% of the store count, and garnered 44.5% of furniture store (with payroll) volume.

In 1977, there were 8,211 furniture stores that did not have any paid employees. (Figures available from the 1982 census cover only those operations that have paid employees). In 1977, the stores wtihout payroll accounted for 22.7% of all furniture stores, but had only a 2.7% share of total sales.

Small stores with less than 10 employees accounted for 80% of the total store count in 1982 and 39% of sales. (The inclusion of leased departments as separate stores in 1982 affects, to an undetermined extent, the data on smaller stores). Those with 100 or more employees represented 0.2% of stores and 5.4% of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	29,609	$17,223.4	100.0	100.0	100.0	100.0
4 largest firms	187	875.4	0.6	5.1	0.5	5.5
8 largest firms	387	1,327.5	1.3	7.7	1.0	7.7
20 largest firms	696	2,122.2	2.4	12.3	2.6	11.7
50 largest firms	1,216	2,974.6	4.1	17.3	3.9	16.6

# Covers firms operating anytime during the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Furniture Stores (With Payroll) SIC Code 5712

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	24,926	29,609	$16,872.5##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	22,440	22,440	9,197.1	90.0	94.1	75.8	82.1	54.5	62.2
Multi-unit organizations	2,486	7,169	7,675.4	10.0	5.9	24.2	17.9	45.5	37.8
Less than 10 stores	2,414	5,438	4,955.3	9.7	5.7	18.4	13.6	29.4	24.1
10 or more stores	72	1,731	2,712.1	0.3	0.2	5.8	4.3	16.1	13.7
50 or more stores	10	674	1,212.0	###	###	2.3	1.9	7.2	6.4

## Excludes $350,819,000 in sales of firms not in business at end of year.
###Less than 0.1%

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	23,898	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	126	0.5	6.0	24.1
$ 5.0 mil.-$ 9.9 mil.	187	0.8	2.7	7.5
$ 2.5 mil.-$ 4.9 mil.	537	2.2	4.5	10.9
$ 1.0 mil.-$2.49 mil.	2,462	10.3	12.0	21.8
Less than $1.0 mil.	20,586	86.1	74.9	35.7

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 36,825 firms in operation, including both those with payroll and those without paid employees. There were 27,344 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	28,372	$16,416.3	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	231	2,145.3	0.8	13.1	0.6	10.6
$ 2.5 mil.- $ 4.9 mil.	596	2,020.3	2.1	12.3	2.3	13.7
$ 1.0 mil.- $ 2.49 mil.	3,272	4,842.1	11.5	29.5	7.0	20.2
$ 0.5 mil.- $ 0.9 mil.	5,164	3,602.5	18.2	21.9	16.0	23.7
$ 0.25 mil.- $0.49 mil.	6,494	2,327.0	22.9	14.2	17.7	14.7
Under $0.25 million	12,615	1,479.1	44.5	9.0	56.4	17.1

(footnote on next page)

Store Type: Furniture Stores (With Payroll) SIC Code 5712

(footnote from preceding table)

** The 1977 census showed a total of 27,999 stores with payroll operating the entire year, and a total of 36,210 including non-employer stores. The 8,211 furniture store operations without paid employees accounted for 22.7% of the stores but only 2.7% of sales. Comparable figures are not available for 1982. (As previously noted, in 1982 leased departments were counted as separate stores. This has an undetermined impact on smaller store data in 1982).

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Floor Covering Stores (With Payroll) SIC Code 5713

In 1982, according to the census, there were 9,554 firms operating 11,125 stores with payroll specializing in the retail sale of floor coverings. This compares with 10,032 firms in business in 1977.

Floor covering specialty stores are mainly relatively small operations. In 1982, 89% of the firms had annual sales of less than $1.0 million and operated 78% of the floor covering specialty stores with payroll. These firms garnered a 48.2% share of sales.

Most are single units, representing about 93% of the firms, 80% of the stores, and 69% of the sales in 1982. Multi-unit operations have expanded since 1977, however. Firms operating more than one store increased their sales share from 23.5% in 1977 to 31.4% in 1982. Larger stores have also increased their sales share. In 1982, floor covering stores with an annual volume of $1.0 million or more (10.1% of the stores) accounted for 39.7% of total sales. Comparable figures for 1977 were 6.6% and 30.3%, respectively. Inflation in the period is, of course, a factor in the changing composition of stores by volume group.

Smaller floor covering stores, with less than 10 employees represented 88.5% of the stores in 1982 and had a 63.4% share of sales. These include an unreported number of leased departments. (See INTRODUCTION). Stores with a volume under $500,000 in 1982 (again, including the leased departments counted as floor covering specialty stores) represented more than seven out of 10 establishments with payroll in 1982 and had a third of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	11,125	$ 5,015.5	100.0	100.0	100.0	100.0
4 largest firms	664	359.2	6.0	7.2	3.3	4.5
8 largest firms	720	423.5	6.5	8.4	3.8	6.1
20 largest firms	807	556.3	7.3	11.1	4.6	9.0
50 largest firms	941	756.3	8.5	15.0	5.6	13.0

# Covers firms operating anytime during the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Floor Covering Stores (With Payroll) SIC Code 5713

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	9,554	11,125	$ 4,919.1##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	8,856	8,856	3,375.8	92.6	95.9	79.6	85.9	68.6	76.5
Multi-unit organizations	698	2,269	1,543.3	7.3	4.1	20.4	14.1	31.4	23.5
Less than 10 stores	683	1,439	1,085.3	7.1	4.0	12.9	9.7	22.1	16.9
10 or more stores	15	830	458.0	0.2	0.1	7.5	4.4	9.3	6.6
25 or more stores	4	674	351.4	0.1	###	6.1	3.1	7.1	3.7

## Excludes $96,387,000 in sales of firms not in business at end of year.
### Less than 0.1%.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	9,080	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	18	0.2	7.5	11.1
$ 5.0 mil.-$ 9.9 mil.	48	0.5	1.8	6.2
$ 2.5 mil.-$ 4.9 mil.	153	1.7	3.4	10.9
$ 1.0 mil.-$2.49 mil.	782	8.6	9.5	23.5
Less than $1.0 mil.	8,079	89.0	77.9	48.2

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 16,036 firms in operation, including both those with payroll and those without paid employees. There were 10,032 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	10,594	$ 4,805.5	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	24	151.7	0.2	3.2	0.1	1.2
$ 2.5 mil.- $ 4.9 mil.	134	452.2	1.3	9.4	1.4	10.6
$ 1.0 mil.- $ 2.49 mil.	914	1,303.1	8.6	27.1	5.1	18.5
$ 0.5 mil.- $ 0.9 mil.	1,875	1,293.2	17.7	26.9	14.9	27.4
$ 0.25 mil.- $0.49 mil.	2,848	1,019.7	26.9	21.2	18.4	19.2
Less than $0.25 mil.	4,799	585.6	45.3	12.2	60.1	23.1

(footnote on next page)

(footnote from preceding table)

Store Type: Floor Covering Stores (With Payroll) SIC Code 5713

** The census showed a total of 9,724 stores with payroll operating the entire year and 14,808 including non-employer stores. The 5,084 floor covering stores without paid employees accounted for 34.3% of stores and 5.3% of sales. Comparable figures are not available for 1982. (In 1982, leased departments were counted as separate specialty stores which has an effect on smaller store data.)

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Drapery, Curtain, Uphoholstery Stores (With Payroll)
SIC Code 5714

In 1982, there were 3,720 firms specializing in the retail sales of draperies, curtains, slipcovers and upholstery materials, as well as those selling custom-made draperies and slipcovers for household use (but not those primarily engaged in reupholstering or furniture repair). There were 4,063 stores with payroll in this classification, with sales totaling $858 million.

Most firms are single-unit operations--representing 93% of the firms, about 86% of the stores and 75% of sales. However, firms operating more than one store increased their sales share from 17.7% in 1977 to almost 25% in 1982. The 104 firms which had sales of $1.0 million or more in 1982 (2.9% of the total firms in this retailer classification) accounted for 7.9% of the stores and 27.1% of the drapery/curtain store (with payroll) sales in that year.

Most individual stores have a volume under $250,000 annually. Stores in this category in 1982 represented almost 75% of the store count and accounted for about 35% of sales.

Stores with less than 10 employees represented 90% of stores and 66% of sales in 1982. In 1982 leased departments were counted by the Census Bureau as separate specialty stores. This has an undetermined impact on smaller store data.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	4,063	$ 858.1	100.0	100.0	100.0	100.0
4 largest firms	54	40.4	1.3	4.7	1.3	4.9
8 largest firms	72	67.5	1.8	7.9	1.9	6.8
20 largest firms	139	107.4	3.4	12.5	3.1	10.4
50 largest firms	219	163.4	5.4	19.0	4.6	16.4

# Covers firms operating anytime during the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Drapery, Curtain, Upholstery Stores (With Payroll)
SIC Code 5714

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	3,720	4,063	$ 840.2##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	3,476	3,476	631.3	93.4	97.3	85.6	91.3	75.1	82.3
Multi-unit organizations	244	587	208.8	6.6	2.7	14.4	8.7	24.9	17.7
Less than 10 stores	240	506	179.7	6.4	na	12.5	8.6	21.4	na
10 or more stores	4	81	29.2	0.2	na	2.0	0.1	3.5	na

##Excludes $17,918,000 in sales of firms not in business at end of year.
na not available

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	3,561	100.0	100.0	100.0
Sales volume of firms:				
$ 5.0 mil.-$ 9.9 mil.	8	0.2	2.3	7.6
$ 2.5 mil.-$ 4.9 mil.	9	0.3	1.1	3.6
$ 1.0 mil.-$ 2.49 mil.	87	2.4	4.5	15.9
$ 0.5 mil.-$ 0.9 mil.	235	6.6	7.8	19.6
Less than $ 0.5 mil.	3,222	90.5	84.3	53.2

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 11,147 firms in operation, including both those with payroll and those without paid employees. There were 4,158 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	3,893	$ 807.1	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	3	20.6	0.1	2.6	0.6	6.1
$ 2.5 mil.- $ 4.9 mil.	4	12.7	0.1	1.6		
$ 1.0 mil.- $ 2.4 mil.	60	86.0	1.5	10.7		
$ 0.5 mil.- $ 0.9 mil.	271	181.1	7.0	22.4	4.3	17.7
$ 0.25 mil.- $0.49 mil.	650	225.1	16.7	27.9	8.6	20.6
Under $ 0.25 mil.	2,905	281.6	74.6	34.8	86.5	55.6

(footnote on next page)

Store Type: Drapery, Curtain & Upholstery Stores (With Payroll) SIC Code 5714

(footnote from preceding table)

** The census showed a total of 3,867 stores with payroll operating the entire year and 10,061 including non-employer stores. The 6,194 curtain, drapery & upholstery stores without paid employees accounted for 61.5% of stores and 14.7% of sales. Comparable figures are not available for 1982. (In 1982 leased departments were counted as separate specialty stores which has an effect on smaller store data.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Miscellaneous Homefurnishings Stores (With Payroll) SIC Code 5719

This classification includes retailers of miscellaneous homefurnishings, such as china and glassware, metalware, linens and domestics, lamps, venetian blinds, etc. It does not include house-to-house sales organizations or party plan merchandising.

This classification is composed primarily of smaller stores. In 1982, there were 7,883 firms operating 9,649 stores with payroll in the classification. Most (90%) firms were single-unit operations, but accounted for only about half of the total sales, which amounted to close to $3.0 billion in 1982. The 10.1% of firms that operated more than one store (794 firms) operated 26.5% of the stores, and accounted for 49.2% of 1982 sales. In 1977, multi-unit firms represented only 4.9% of the firms, operated 14.6% of the stores, and controlled 23% of sales.

The 421 firms with a volume of $1.0 million or more in 1982 (5.7% of the firms in operation the entire year) had 18.4% of the stores, and garnered almost 55% of total sales by miscellaneous homefurnishings stores with payroll.

On an individual store basis, those with a volume of $1.0 million or more in 1982--438 stores, or 4.9% of the total--accounted for 36.6% of sales. In 1977, stores of this size represented 2.3% of the total reported with payroll, and had 24.1% of sales.

While stores with less than 10 employees accounted for 87.4% of stores and 53.1% of sales, those with 100 or more represented 0.1% of stores and 6.7% of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	9,649	$ 2,974.7	100.0	100.0	100.0	100.0
4 largest firms	274	297.5	2.8	10.0	0.8	7.4
8 largest firms	474	446.4	4.9	15.0	1.2	10.3
20 largest firms	588	642.3	6.1	21.6	2.1	14.2
50 largest firms	830	866.4	8.6	29.1	3.6	20.5

# Covers sales of firms operating anytime during the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Miscellaneous Homefurnishings Stores (With Payroll) SIC Code 5719

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	7,883	9,649	$ 2,918.0##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	7,089	7,089	1,481.7	89.9	95.1	73.5	85.4	50.8	77.0
Multi-unit organizations	794	2,560	1,436.3	10.1	4.9	26.5	14.6	49.2	23.0
Less than 10 stores	769	1,715	971.8	9.8	na	17.8	na	33.3	na
10 or more stores	25	845	464.5	0.3	na	8.8	na	15.9	na
50 or more stores	6	555	312.1	0.1	—	5.8	—	10.7	—

na not available

## Excludes $56,701,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	7,361	100.0	100.0	100.0
Sales volume of firms:				
$ 5.0 mil. or more	51	0.7	9.2	30.5
$ 2.5 mil.-$ 4.9 mil.	74	1.0	2.3	8.8
$ 1.0 mil.-$2.49 mil.	296	4.0	6.9	15.2
Less than $1.0 mil.	6,940	94.3	81.6	45.6

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 12,512 firms in operation, including both those with payroll and those without paid employees. There were 5,808 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total:	9,030	$ 2,813.7	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	25	307.3	0.3	10.9	2.3	24.1
$ 2.5 mil.- $ 4.9 mil.	65	216.4	0.7	7.7		
$ 1.0 mil.- $ 2.49 mil.	348	507.1	3.9	18.0		
$ 0.5 mil.- $ 0.99 mil.	825	551.4	9.1	19.6	6.0	18.3
$ 0.25 mil.- $0.49 mil.	1,684	587.5	18.6	20.9	40.3	15.3
Less than $0.25 mil.	6,083	644.0	67.4	22.9	51.4	42.3

(footnotes on next page)

Store Type: Miscellaneous Homefurnishings Stores (With Payroll) SIC Code 5719

(footnote from preceding page)

** The census showed a total of 5,406 stores with payroll operating the entire year and 10,714 including non-employer stores. The 5,308 miscellaneous home furnishings stores without paid employees accounted for 49.5% of stores and 10.7% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

Store Type: Household Appliance Stores (With Payroll) SIC Code 572

A total of 9,226 firms operated 10,542 appliance stores which had one or more paid employees in 1982, and generated a sales volume of $5.7 billion in that year. In 1977, an estimated 12,285 household appliance stores were in operation anytime during the year. While store counts were down 14.2%, sales gained 26.3% on a current dollar basis.

The 50 largest household appliance store firms operated 3.9% of the appliance stores with payroll in 1982, and held an almost 20% share of sales of such stores. Multi-unit firms (10.5% of the 1982 total compared with 5.2% in 1977) had a 39% share of appliance store (with payroll) sales as compared with about 33% in 1977.

The 1,159 firms that had a volume of $1.0 million or more in 1982--13.1% of the firms--operated 20.7% of the stores and chalked up a 61% share of appliance store (with payroll) sales.

Out of a total of 10,094 appliance stores in operation the entire year 1982, 1,354 (13.4% of the employer stores) had a volume of $1.0 million or more. These stores accounted for 54% of the employer-store sales total that year. In 1977, 7.3% of the stores had a volume of $1.0 million or more, and accounted for 38.2% of total appliance store (with payroll) sales.

There were more than 8,600 stores with fewer than 10 employees in 1982, representing 52% of sales; 48.3% of the stores had a volume of $250,000 or less and a 10% sales share. The treatment of leased departments as separate stores in 1982 has an effect on smaller store data--the extent of which cannot be determined at this time.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	10,542	$ 5,697.3	100.0	100.0	100.0	100.0
4 largest firms	147	435.4	1.4	7.6	8.0	10.9
8 largest firms	181	556.4	1.7	9.8	8.7	12.9
20 largest firms	294	792.2	2.8	13.9	9.6	16.8
50 largest firms	412	1,133.9	3.9	19.9	10.5	21.9

# Covers firms operating anytime during the year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Household Appliance Stores (With Payroll) SIC Code 572

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	9,226	10,542	$ 5,593.0##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	8,253	8,253	3,414.8	89.5	94.8	78.3	77.7	61.1	67.3
Multi-unit organizations	973	2,289	2,178.2	10.5	5.2	21.7	22.3	38.9	32.7
Less than 10 stores	955	1,928	1,597.9	10.3	5.1	18.3	10.9	28.6	18.0
10 or more stores	18	361	580.3	0.2	0.2	3.4	11.4	10.4	14.7

##Excludes $104,256,000 in sales of firms not in business at end of year.

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	8,809	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	37	0.4	3.7	18.4
$ 5.0 mil.-$ 9.9 mil.	52	0.6	1.9	6.2
$ 2.5 mil.-$ 4.9 mil.	211	2.4	4.0	12.9
$ 1.0 mil.-$2.49 mil.	859	9.8	11.1	23.3
$0.5 mil.- $0.99 mil.	1,436	16.3	16.0	18.3
Less than $0.5 mil.	6,214	70.5	63.3	20.8

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 15,345 firms in operation, including both those with payroll and those without paid employees. There were 10,033 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	10,094	$ 5,440.7	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	63	561.9	0.6	10.3	0.3	7.3
$ 2.5 mil.- $ 4.9 mil.	243	797.3	2.4	14.7	1.7	12.6
$ 1.0 mil.- $ 2.49 mil.	1,048	1,565.1	10.4	28.8	5.3	18.3
$ 0.5 mil.- $ 0.99 mil.	1,729	1,206.0	17.1	22.2	13.6	24.2
$ 0.25 mil.-$0.49 mil.	2,131	763.3	21.1	14.0	16.7	16.4
Under $0.25 million	4,880	544.1	48.3	10.0	62.4	21.2

** The census showed a total of 11,091 stores with payroll operating the entire year and 15,680 including non-employer stores. The 4,589 household appliance stores without paid employees accounted for 29.3% of stores and 4.0% of sales. (Comparable figures are not available for 1982. Treatment of leased departments as separate stores in 1982 has an undetermined effect on smaller store data.)

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Radio/Television Stores (With Payroll) SIC Code 5732

The 50 largest firms operating radio and television specialty stores (with payroll) in 1982 had 32.3% of the stores (6,292) and controlled 40.2% of total sales by stores in this classification. In 1977, the top 50 firms operated 25.7% of the stores and had a 32.7% share of sales.

While multi-unit firms in this business accounted for only 9.4% of the firms in 1982, they operated 45.2% of the stores and chalked up almost 58% of the sales. In 1977, multi-unit firms represented 5.8% of the total, operated 36% of the stores, and had 47.7% of sales.

In 1982, 83 firms reported a total volume of $10 million or more. These firms controlled 46% of the sales of radio/TV stores with payroll, while operating about 35% of the stores. Total firms with sales of $1.0 million or more, numbering 1,251 in 1982, operated 45.7% of the stores, and held a 73% share of sales.

On an individual store basis, those with a volume of $1.0 million or more in 1982, numbering 1,899 (10.4% of the total) accounted for 48.3% of total sales. Comparable figures for stores of this volume in 1977 were 4.6% and 29.3%, respectively.

Smaller stores with less than 10 employees accounted for over 90% of radio/television stores in 1982 while those with 50 or more employees accounted for 0.3%. The small stores had 60.6% of sales whiile larger stores had 5.6%. As noted in the INTRODUCTION, leased departments were counted as separate stores in 1982, which mainly affects smaller store data.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	19,462	$ 9,764.2	100.0	100.0	100.0	100.0
4 largest firms	5,291	2,123.1	27.2	21.7	22.1	18.5
8 largest firms	5,632	2,546.1	28.9	26.1	22.5	21.4
20 largest firms	5,979	3,251.2	30.7	33.3	24.2	26.6
50 largest firms	6,292	3,929.7	32.3	40.2	25.7	32.7

# Covers firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	11,780	19,462	$ 9,610.3##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	10,662	10,662	4,073.2	90.6	94.2	54.8	64.0	42.3	52.3
Multi-unit organizations	1,118	8,800	5,537.1	9.4	5.8	45.2	36.0	57.7	47.7
Less than 10 stores	1,075	2,393	2,182.0	9.2	5.5	12.3	10.4	22.7	21.6
10 or more stores	43	6,407	3,355.1	0.3	0.3	32.9	25.6	35.0	26.1
50 or more stores	10	5,800	2,524.6	0.1	0.1	30.1	22.7	26.3	18.9

## Excludes $153,933,000 in sales of firms not in business at end of year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Radio/Television Stores (With Payroll) SIC Code 5732

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total Firms	Percent of Total Stores	Percent of Total Sales
Total	10,967	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	83	0.7	34.6	45.8
$ 5.0 mil.-$ 9.9 mil.	77	0.7	1.7	5.3
$ 2.5 mil.-$ 4.9 mil.	218	2.0	2.7	7.8
$ 1.0 mil.-$2.49 mil.	873	8.0	6.7	13.7
Less than $1.0 mil.	9,716	88.6	54.3	27.4

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 19,407 firms in operation, including both those with payroll and those without paid employees. There were 11,339 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	18,127	$ 9,247.4	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	145	1,300.6	0.8	14.1	0.2	6.1
$ 2.5 mil.- $ 4.9 mil.	295	992.7	1.6	10.7	1.1	9.5
$ 1.0 mil.- $ 2.49 mil.	1,459	2,172.2	8.0	23.5	3.3	13.7
$ 0.5 mil.- $ 0.99 mil.	2,740	1,882.5	15.1	20.4	10.2	21.2
$ 0.25 mil.-$0.49 mil.	5,055	1,773.0	27.9	19.2	15.5	18.4
Under $0.25 million	8,433	1,126.3	46.5	12.2	69.7	31.1

** The census showed a total of 14,668 stores with payroll operating the entire year and 21,771 including non-employer stores. The 7,103 radio/television stores without paid employees accounted for 32.6% of stores and 4.7% of sales. Comparable figures are not available for 1982. (In 1982, leased departments were counted as separate stores, which affects smaller store data.)

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Hardware Stores (With Payroll) SIC Code 525

According to the 1982 census of retail trade, there were 18,437 firms operating 19,870 hardware stores with payroll in 1982. Most firms are single-store operations, but multi-unit companies have increased in number and sales share compared with 1977 census counts. These companies accounted for 29.1% of hardware store sales in 1982, up from 21.3% in 1977. The share of sales accounted for by the largest hardware retailing operations, however, remained quite stable--14.8% in 1982 vs. 14.4% in 1977.

Total hardware store sales in 1982 amounted to $8.3 billion, up 45% on a current dollar basis compared with 1977. Hardware stores with a sales volume of $1.0 million or more accounted for 8.0% of the stores, 38.1% of hardware store sales. Comparable figures for 1977 were 4.7% and 28.3%, respectively.

On an individual store basis, hardware stores with less than 10 employees represented 82% of stores and 47% of sales. Those with 100 or more employees accounted for 0.1% of stores and 1.4% of sales in 1982.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	19,870	$ 8,335.1	100.0	100.0	100.0	100.0
4 largest firms	172	655.4	0.9	7.9	0.6	7.2
8 largest firms	390	804.4	2.0	9.7	1.5	9.3
20 largest firms	497	987.1	2.5	11.8	2.1	11.6
50 largest firms	628	1,232.6	3.2	14.8	2.8	14.4

# Firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	18,437	19,870	$ 8,185.7##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	17,272	17,272	5,803.0	93.6	97.6	86.9	92.3	70.9	78.7
Multi-unit organizations	1,165	2,598	2,382.7	6.4	2.4	13.1	7.7	29.1	21.3
Less than 10 stores	1,147	2,063	1,490.5	6.2	2.3	10.3	5.8	18.2	12.4
10 or more stores	21	535	892.1	0.2	na	2.7	1.9	10.9	8.9
50 or more stores	6	240	407.6	na	na	1.2	na	5.0	na

##Excludes $59,764,000 in sales of firms not in business at end of year.
na - not available

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Hardware Stores (With Payroll) SIC Code 525

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	17,555	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	23	0.1	2.8	12.7
$ 5.0 mil.-$ 9.9 mil.	59	0.3	1.2	4.9
$ 2.5 mil.-$ 4.9 mil.	177	1.0	1.8	7.4
$ 1.0 mil.-$2.49 mil.	1,062	6.0	7.2	19.1
Less than $1.0 mil.	16,234	92.5	87.1	56.0

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 25,408 firms in operation, including both those with payroll and those without paid employees. There were 18,308 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	18,954	$ 7,971.7	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	59	424.7	0.3	5.3	0.2	3.7
$ 2.5 mil.- $ 4.9 mil.	248	828.7	1.3	10.4	1.2	10.4
$ 1.0 mil.- $ 2.49 mil.	1,225	1,782.8	6.4	22.4	3.3	14.2
$ 0.5 mil.- $ 0.99 mil.	2,855	1,956.9	15.0	24.5	9.3	19.9
Under $0.5 million	14,567	2,978.6	76.8	37.4	86.0	51.8

** The census showed a total of 17,257 stores with payroll operating the entire year and 23,404 including non-employer stores. The 6,147 hardware stores without paid employees accounted for 26.3% of stores and 5.8% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Grocery Stores/Supermarkets SIC Code 541

In 1982, according to the census, there were 81,478 firms operating over 128,000 grocery stores with payroll, but the 50 largest firms owned 16% of the grocery stores and controlled 45% of total sales--about the same sales share held by the top 50 in 1977. Over three-quarters of grocery store volume is done by multi-unit firms; those owning 10 or more stores had a 63.5% share of sales in 1982, up from 61% in 1977.

Individual grocery stores which had annual sales of $5.0 million or more (in current dollars) represented 11.6% of the store count in 1982, 6.2% in 1977; their share of the sales rose to almost 60% from about 38% in 1977.

While stores with 100 or more employees accounted for only 1.9% of stores, they garnered 16.8% of sales. Stores with less than 10 employees were 66% of stores and 13.8% of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms #	128,494	$226,609.1	100.0	100.0	100.0	100.0
4 largest firms	4,751	37,108.5	3.7	16.4	4.9	17.9
8 largest firms	11,528	54,504.0	9.0	24.1	6.5	25.0
20 largest firms	14,500	80,623.2	11.3	35.6	11.0	35.4
50 largest firms	20,137	101,184.0	15.7	44.7	14.9	44.6

# Firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms, 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	81,478	128,494	$224,453.9##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	76,112	76,112	52,262.8	93.4	95.9	59.2	63.7	23.3	27.0
Multi-unit organizations	5,366	52,382	172,191.0	6.6	4.1	40.8	36.3	76.7	73.0
Less than 10 stores	4,816	12,044	29,696.1	5.9	3.6	9.4	7.5	13.2	12.0
10 or more stores	550	40,338	142,494.9	0.7	0.5	31.4	28.8	63.5	61.0
50 or more stores	138	32,329	115,376.8	0.2	0.1	25.2	22.8	51.4	48.9

##Excludes $2,155,217,000 in sales of firms not in business at end of year.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Grocery Stores/Supermarkets SIC Code 541

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	75,657	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	1,460	1.9	34.2	74.0
$ 5.0 mil.-$ 9.9 mil.	1,799	2.4	3.3	5.6
$ 2.5 mil.-$ 4.9 mil.	4,030	5.3	4.8	6.3
$ 1.0 mil.-$2.49 mil.	8,939	11.8	8.5	6.3
Less than $1.0 mil.	59,429	78.6	49.1	7.8

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 136,263 firms in operation, including both those with payroll and those without paid employees. There were 84,063 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	121,039	$214,868.4	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	14,022	128,796.4	11.6	59.9	6.2	37.9
$ 2.5 mil.- $ 4.9 mil.	9,839	35,920.3	8.1	16.7	13.5	36.1
$ 1.0 mil.- $ 2.49 mil.	13,758	21,443.8	11.4	10.0	8.0	9.5
$ 0.5 mil.- $ 0.99 mil.	20,501	14,498.5	16.9	6.7	10.3	5.8
Under $0.5 million	62,919	14,208.9	52.0	6.6	62.0	10.7

** The census showed a total of 111,326 stores with payroll operating the entire year and 156,098 including non-employer stores. The 44,772 grocery stores/supermarkets without paid employees accounted for 28.7% of stores and 2.2% of sales. Comparable figures are not available for 1982.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Drug and Proprietary Stores (With Payroll) SIC Code 591

Firms operating drug stores and proprietary stores (defined as drug stores which do not fill prescriptions) which had paid employees numbering 34,196 in 1982 and operated 49,527 stores with sales totaling $36.2 billion. The 50 largest firms in this classification operated 22.6% of the stores in 1982, and controlled almost 52% of sales. Comparable percentages for firms of this size in 1977 were 18.0% and 45.5%, respectively.

Chain organizations dominate this aspect of retailing. In 1982, firms with 10 or more drug or proprietary stores (118 firms) held a 55% share of total sales while operating only 25.3% of the stores. In 1977, chains of this size had a 48.3% share of sales.

Firms with a volume of $10 million or more in 1982 (numbering 126 firms) operated about 26% of the stores in this classification, and garnered 56.4% of the total sales credited to stores with payroll.

Most individual stores had sales under $500,000 in 1982. Larger-volume stores (42.9% of the total) chalked up almost 81% of total sales. In 1977, stores in this classification which had a volume of $500,000 or more registered a 67.4% share of sales.

There were only 15 drug and proprietary stores with 100 or more employees in 1982. These stores accounted for 0.6% of total sales. Stores with less than 10 employees accounted for 61.1% of stores and 25.4% of sales. In 1982, leased departments were counted as separate drug stores, which affects smaller store counts to an undetermined degree.

CONCENTRATION OF LARGEST FIRMS

	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Stores	Sales	Stores	Sales
All firms#	49,527	$36,242.4	100.0	100.0	100.0	100.0
4 largest firms	4,192	6,778.5	8.5	18.7	5.4	14.1
8 largest firms	6,289	10,932.0	12.6	30.1	9.1	23.6
20 largest firms	9,829	16,581.2	19.8	45.8	13.6	37.7
50 largest firms	11,230	18,727.6	22.6	51.7	18.0	45.5

# Covers firms operating anytime during the year.

FIRM SIZE: NUMBER OF STORES OPERATED

	No. of Firms 1982	No. of Stores Operated, 1982	Sales, 1982 (mil. $)	Percent of Total					
				Firms		Stores		Sales	
				1982	1977	1982	1977	1982	1977
Total	34,196	49,527	$35,834.1##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	31,756	31,756	12,767.7	92.9	94.4	64.1	68.9	35.6	41.1
Multi-unit organizations	2,440	17,771	23,066.4	7.1	5.6	35.9	31.1	64.4	58.9
Less than 10 stores	2,322	5,274	3,396.8	6.8	5.3	10.7	10.7	9.4	10.6
10 or more stores	118	12,497	19,669.6	0.4	0.3	25.3	20.4	54.9	48.3
50 or more stores	34	10,879	17,690.4	0.1	###	22.0	16.9	49.4	42.0

## Excludes $408,284,000 in sales of firms not in business at end of year.
###Less than 0.1%.

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Store Type: Drug and Proprietary Stores (With Payroll) SIC Code 591

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Stores	Sales
Total	32,844	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	126	0.4	25.6	56.4
$ 5.0 mil.-$ 9.9 mil.	92	0.3	1.1	1.8
$ 2.5 mil.-$ 4.9 mil.	346	1.1	1.8	3.3
$ 1.0 mil.-$2.49 mil.	2,401	7.3	7.1	9.7
Less than $1.0 mil.	29,879	91.0	64.3	28.8

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 36,837 firms in operation, including both those with payroll and those without paid employees. There were 34,436 firms with payroll in operation at the end of the year.

STORES (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Stores 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Stores	Sales	Stores	Sales
Total	47,423	$34,964.4	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	437	3,171.7	0.9	9.1	0.4	5.2
$ 2.5 mil.- $ 4.9 mil.	1,782	5,994.7	3.8	17.1	2.6	15.0
$ 1.0 mil.- $ 2.49 mil.	7,820	11,780.1	16.5	33.7	8.7	23.6
$ 0.5 mil.- $ 0.99 mil.	10,286	7,225.4	21.7	20.7	16.8	23.6
$ 0.25 mil.- $0.49 mil.	13,527	4,880.8	28.5	14.0	19.4	14.8
Under $0.25 million	13,571	1,911.7	28.6	5.5	52.1	17.8

** The census showed a total of 44,331 stores with payroll operating the entire year and 46,384 including non-employer stores. The 2,053 drug and proprietary stores without paid employees accounted for 4.4% of stores and 0.5% of sales. Comparable figures are not available for 1982. (In 1982 leased departments were counted as separate stores, which mainly affects smaller store data).

Note: For information on store classifications, on comparability of 1982 and 1977 figures, and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Retailer Type: Mail Order Houses (With Payroll) SIC Code 5961

Although the large mail order houses dominate this business--the four largest in 1982 controlling 26% of sales--there is less concentration than noted in the 1977 census reports. In that year, the four largest firms controlled 31.5% of sales. Many specialized mail order firms have come into the business.

However, a factor that must also be kept in mind is that large mail order operations, such as Sears and Ward (now out of the mail order operation), have expanded their retail store operations, and figures for these operations are not included here but are covered in data on specific store types in which they fit. In addition, catalog order desks in stores are included in sales data on the stores in which they operate.

In 1982, a total of 7,433 establishments were classified as mail order houses with payroll, of which 3,172 handled department store merchandise. Total mail order volume handled by firms with payroll amounted to about $11.2 billion, with sales of those selling department store merchandise amounting to $4.3 billion, or 38% of the total.

In 1977, 3,659 establishments were classified as handling department store merchandise (out of a total 6,721 with payroll), and had sales of $3.4 billion, or 46% of the mail order firm (with payroll) total.

Despite the small number of establishments (1.6% of the total), mail order houses with 100 or more employees accounted for 43.2% of sales in 1982. Smaller establishments--those with less than 10 employees--represented 74% of establishments and 18.9% of sales.

CONCENTRATION OF LARGEST FIRMS

	No. of Establishments Operated, 1982	Sales, 1982 (mil. $)	Percent of Total 1982 Estab.	Percent of Total 1982 Sales	Percent of Total 1977 Estab.	Percent of Total 1977 Sales
All firms#	7,433	$11,253.7	100.0	100.0	100.0	100.0
4 largest firms	1,257	2,924.2	16.9	26.0	25.3	31.5
8 largest firms	1,269	3,818.6	17.0	33.9	25.6	40.8
20 largest firms	1,311	5,083.5	17.6	45.2	26.0	52.0
50 largest firms	1,381	6,452.4	18.6	57.3	26.7	64.4

# Covers firms operating anytime during the year.

FIRM SIZE: NUMBER OF ESTABLISHMENTS OPERATED

	No. of Firms, 1982	No. of Estabs. Operated, 1982	Sales, 1982 (mil. $)	Percent of Total Firms 1982	Percent of Total Firms 1977	Percent of Total Estabs. 1982	Percent of Total Estabs. 1977	Percent of Total Sales 1982	Percent of Total Sales 1977
Total	5,858	7,433	$10,948.8##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	5,359	5,359	3,814.9	91.5	97.7	72.1	70.5	34.8	47.9
Multi-unit organizations	499	2,074	7,133.8	8.5	2.3	27.9	29.5	65.2	52.1
Less than 10 establishments	492	731	4,884.0	8.4	na	9.9	4.2	44.6	23.6
10 or more establishments	7	1,343	2,249.8	0.1	na	18.1	25.3	20.5	28.5

##Excludes $304,887,000 in sales of firms not in business at end of year.
na not available

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Retailer Type: Mail Order Houses (With Payroll) SIC Code 5961

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR, 1982*

	No. of Firms	Percent of Total		
		Firms	Estabs.	Sales
Total	5,437	100.0	100.0	100.0
Sales volume of firms:				
$10.0 mil. or more	131	2.4	21.6	70.2
$ 5.0 mil.-$ 9.9 mil.	90	1.7	1.8	6.1
$ 2.5 mil.-$ 4.9 mil.	167	3.1	2.6	5.4
$ 1.0 mil.-$2.49 mil.	466	8.6	7.5	6.5
$ 0.5 mil.-$0.99 mil.	868	16.0	12.8	5.4
Less than $0.5 mil.	3,715	68.3	53.6	6.5

* Figures for 1977 are not available for firms with payroll only. In 1977, there was a total of 9,084 firms in operation, including both those with payroll and those without paid employees. There were 4,847 firms with payroll in operation at the end of the year.

MAIL ORDER ESTABLISHMENTS (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Estabs. 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977**	
			Estabs.	Sales	Estabs.	Sales
Total	6,985	$10,593.1	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	257	6,317.6	3.7	59.6	3.2	53.9
$ 2.5 mil.- $ 4.9 mil.	254	875.0	3.6	8.3	4.1	9.6
$ 1.0 mil.- $ 2.49 mil.	1,093	1,652.4	15.6	15.6	13.3	11.3
$ 0.5 mil.- $ 0.99 mil.	1,380	984.6	19.8	9.3	19.4	6.0
$ 0.25 mil.- $0.49 mil.	1,431	519.6	20.5	4.9	18.7	3.4
Under $0.25 million	2,570	243.9	36.8	2.3	41.3	15.8

** The census showed a total of 6,721 mail order houses with payroll operating the entire year and 10,958 including non-employer establishments. The 4,237 operations which had no paid employees accounted for 38.7% of establishments and 1.6% of sales. Comparable figures are not available for 1982.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Retailer Type: Direct Selling Establishments (With Payroll) SIC Code 5963

Direct sellers with paid employees, including businesses selling house-to-house, by telephone, etc., increased slightly from 1977 to 1982--from 8,370 to 8,724. The largest number of establishments in this classification in 1982, 1,952, specialized in selling major appliances; the second largest number, 1,195, specialized in groceries and other foods. The former accounted for 13.8% of direct seller business; the latter, 16.5%

CONCENTRATION OF LARGEST FIRMS

	No. of Establishments Operated, 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977	
			Estabs.	Sales	Estabs.	Sales
All firms#	8,724	$ 4,175.1	100.0	100.0	100.0	100.0
4 largest firms	758	595.4	8.7	14.3	8.9	18.8
8 largest firms	867	813.1	9.9	19.5	10.5	24.7
20 largest firms	1,032	1,154.2	11.8	27.6	12.8	33.0
50 largest firms	1,177	1,506.8	13.5	36.1	14.5	40.7

# Covers firms operating anytime during the year.

FIRM SIZE: NUMBER OF ESTABISHMENTS OPERATED

	No. of Firms 1982	No. of Estabs. Operated, 1982	Sales 1982 (mil. $)	Percent of Total					
				Firms		Estabs.		Sales	
				1982	1977	1982	1977	1982	1977
Total	7,215	8,724	$ 4,094.2##	100.0	100.0	100.0	100.0	100.0	100.0
Single unit organizations	6,774	6,774	2,325.1	93.9	97.3	77.6	79.8	56.8	57.1
Multi-unit organizations	441	1,950	1,769.1	6.1	2.7	22.4	20.2	43.2	42.9
Less than 10 establishments	422	753	906.3	5.9	na	8.6	na	22.1	na
10 or more establishments	19	1,197	862.8	0.3	na	13.8	na	21.1	na
50 or more establishments	5	903	563.9	0.1	na	10.4	na	13.8	na

##Excludes $80,896,000 in sales of firms not in operation at end of year.
na not available

FIRM SIZE: ANNUAL SALES FOR FIRMS IN OPERATION ENTIRE YEAR

	No. of Firms		Percent of Total					
			Firms		Establishments		Sales	
	1982	1977	1982	1977	1982	1977	1982	1977
Total	6,403	6,864	100.0	100.0	100.0	100.0	100.0	100.0
Sales volume of firms:								
$10.0 mil. or more	39	26	0.6	0.4	14.7	14.0	35.2	35.4
$ 5.0 mil.-$ 9.9 mil.	52	26	0.8	0.4	2.0	0.6	9.0	5.7
$ 2.5 mil.-$ 4.9 mil.	106	306	1.7	4.5	1.9	5.9	8.7	19.3
$ 1.0 mil.-$2.49 mil.	418		6.5		6.2		15.7	
$ 0.5 mil.-$0.99 mil.	628	495	9.8	7.2	8.9	6.7	11.0	11.8
Less than $0.5 mil.	5,160	6,011	80.6	87.6	66.3	72.8	20.4	27.7

RETAIL STORE PROFILES: Firms/Stores/Sales (U.S. Total)

Retailer Type: Direct Selling Establishments (With Payroll) SIC Code 5963

ESTABLISHMENTS (IN OPERATION ENTIRE YEAR) BY SALES SIZE

	No. of Establishments 1982	Sales, 1982 (mil. $)	Percent of Total			
			1982		1977*	
			Estabs.	Sales	Estabs.	Sales
Total	7,846	$ 3,912.4	100.0	100.0	100.0	100.0
Annual sales total:						
$ 5.0 mil. or more	64	787.8	0.8	20.1	0.3	13.1
$ 2.5 mil.- $ 4.9 mil.	142	466.4	1.8	11.9	2.2	16.7
$ 1.0 mil.- $ 2.49 mil.	618	923.5	7.9	23.6	5.3	18.7
$ 0.5 mil.- $ 0.99 mil.	981	682.7	12.5	17.4	10.3	17.9
$ 0.25 mil.- $0.49 mil.	1,625	573.9	20.7	14.7	13.8	13.7
Under $0.25 million	4,416	478.1	56.2	12.2	68.1	19.9

* According to the Census, 7,135 direct selling establishments were in operation the entire year 1977.

Note: For information on store classifications, on comparability of 1982 and 1977 figures and other technical information, see INTRODUCTION.

Source: U.S. Bureau of the Census: Census of Retail Trade, 1982, 1977

FAIRCHILD FACT FILES CURRENTLY AVAILABLE

COATS, SUITS, RAINWEAR, AND FURS (WOMEN'S, MISSES' AND JUNIORS'): Details number of manufacturers by employment size, cuttings, and value of shipments. Also covered at the industry level are price trends and imports/exports. At the retailer level, data is presented on estimates of retail volume, merchandising and operating results, and seasonal patterns in advertising. Also focuses on consumer buying habits and plans. (August)

CONSUMER MARKET DEVELOPMENTS: Provides a detailed view of consumers in the U.S. including population by age, personal income, the labor force, employment and earnings, households and living arrangements. Also covers trends in consumer prices, in personal consumption expenditures by product classification and in retail sales by store types, and the outlook for consumer markets based on current economic trends. (1984 Edition available now--1985 Edition will be available in February, 1986)

DEPARTMENT STORE SALES: (Including selected major apparel specialty store sales) Covers sales of department stores, and the number of stores operated, listed by geographic region and state based on buying headquarter locations. Also lists branch store sales, where available. Sale information on major general merchandise/apparel retail chains, which are listed alphabetically, and a list of department stores with sales of $50 million or more, are included. (1985 Edition available now--1986 Edition available in January)

DRESSES (WOMEN'S, MISSES' AND JUNIORS'): Statistics on the dress industry, including trends in the number of manufacturers, and in production and shipments. Also data on fabric types and manufacturers' price lines and shipments by region of the country. Includes estimates on retail sales and data on the consumer market in terms of important demographic data.

FASHION ACCESSORIES (MEN'S AND WOMEN'S): Information on a wide range of fashion accessories for men and women, including jewelry, watches, gloves, belts, handbags, small leather goods, luggage, neckwear, hats. Includes key information at manufacturer level, as well as available retailer and consumer data. Also covers important fashion developments.

FOOTWEAR (MEN'S, WOMEN'S AND CHILDREN'S): A statistical summary of the U.S. footwear industry and the footwear markets. Covers domestic production and shipments, as well as imports. Provides retail sales and merchandising statistics and buying habits. (1984 Edition available now--1985 Edition will be available in August, 1985).

HOME TEXTILES: Information on the industry includes the latest data on number of manufacturers, production and shipments for a wide range of products, including bed linens, towels, blankets and comforters, slip covers, pillows, curtains and draperies. Trends in merchandising, departmental operations and consumer patterns are also covered.

HOSIERY/LEGWEAR (MEN'S, WOMEN'S AND CHILDREN'S): A comprehensive report on these industries at the mill, retailer and consumer levels. Included are details on production and shipments, retail sales by type of outlet and on patterns in consumer spending in terms of major demographic characteristics.

HOUSEHOLD FURNITURE AND BEDDING: Contains U.S. industry-wide data on quantity and value of manufacturers' shipments of furniture and bedding (mattresses and dual-purpose sleep furniture). Also covers information on the geographic location and size of manufacturers. Retail information includes sales by store type, trends in furniture styles and materials and market demographics. Features results of a consumer survey on furniture and bedding buying habits.

INFANTS', TODDLERS', GIRLS' AND BOYS' WEAR: Manufacturer data spotlights production, value of shipments, number of manufacturers, employment in the industry by company size, price trends. At the retailer level, data focuses on sales share by type of outlet and on operating ratios in department and specialty stores. Also covers data on purchases of children's wear by price line and season.

INNER FASHIONS: NIGHTWEAR, DAYWEAR AND LOUNGEWEAR (WOMEN'S, MISSES' & JUNIORS'): Data on production and shipments, tracing market shifts in response to fashion changes. Imports are covered, retail trends and merchanising ratios, and data on consumer purchases by price point, store type and month.

MAJOR APPLIANCES AND ELECTRIC HOUSEWARES: Covers a wide range of products in the major appliance and traffic appliance classifications, including equipment, and personal care appliances. Details production and shipments, sales trends, retail merchandising results, more. (Includes a new consumer buying intention survey) (November)

MEN'S FURNISHINGS AND WORK WEAR: Includes information on number of manufacturers, production and shipment figures on shirts, underwear, nightwear, neckwear, hats, etc., size of firms, imports and exports. Also provides data at the retail level, including sales and merchandising trends, operating ratios, and sales share by type of outlet.

MEN'S SPORTSWEAR, CASUAL WEAR AND JEANS: The wide variety of men's wear items included in this broad category are covered from available information on the industry at the manufacturer, retailer and consumer level. Included is information on production and shipments, imports, exports, market trends, retail sales and consumer buying practices. Trendy data, such as developments in Western wear, designer labels, fashion jeans and active wear, are included.

MEN'S TAILORED CLOTHING/SEPARATES AND RAINWEAR: (Including Tailored Casual Wear) Manufacturer level profiled by production value of shipments, employment, size of firms. Imports from key foreign sources by unit and dollar value are covered. Data is also presented on retail sales, merchandising and consumer buying habits. (November)

PERSONAL ELECTRONICS: A statistical summary of the market for electronic equipment designed for individuals. Product categories include televisions, radios, stereos, personal stereos, home computers, videosystems and videogames. Data is presented on both the manufacturer and the retailer level. Also includes a section on consumer buying habits.

RETAILING/MERCHANDISING TRENDS: Covers the dramatic changes underway in the operations, of the large retailing organizations, such as the decentralization of operations beyond traditional geographic boundaries and diversification of operations to include store types differing from the primary business. Also covered are developments in brand name merchandising, store labels, designer labels, licensing and off-price retailing.

THE SPORTS/FITNESS/LEISURE MARKETS: Covers developments in the fast-growing markets for sports facilities and equipment, for footwear and apparel designed not only for serious sports participants but those who like the "look" for leisure wear, and for products involved in life styles related to interest in sports and physical fitness.

SPORTSWEAR, CASUAL WEAR, SEPARATES AND JEANS (WOMEN'S, MISSES' AND JUNIORS'): A statistical view of this segment of the women's wear industry is provided, including data on production and value of shipments, imports of major categories, sales by type of outlet, price points, seasonal patterns, and consumer buying habits. Also included is information on departmental merchandising and operating results, as well as important developments in retailing, such as the designer's label.

THE TEXTILE/APPAREL INDUSTRIES: Industry overview, providing statistics on fibers and fabrics as well as finished goods. Includes information on industry size, U.S. mills, as well as exports and imports. Covers capital expenditures and data on mill machinery. (August)

TOILETRIES, COSMETICS, FRAGRANCES AND BEAUTY AIDS: A detailed view of the U.S. industry covering products for both the female and male markets. Includes latest available industry-wide statistics and projections, as well as data on leading manufacturers in various product categories. Consumer expenditures, buying habits and usage of various product types are highlighted, as well as data on sales by outlet type and advertising expenditures by major producers.

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Sales of Major Classifications of Consumer Goods by Retail Outlet Type

FACT FILE

Market Research Division
Fairchild Publications, New York

Sales of Major Classifications of Consumer Goods by Retail Outlet Type

FAIRCHILD FACT FILE

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SALES OF MAJOR CLASSIFICATIONS OF CONSUMER GOODS BY RETAIL OUTLET TYPE

INTRODUCTION

Every five years, starting in 1930, the U.S. Department of Commerce, Bureau of the Census, has collected detailed information on retail trade, nationwide, as part of the economic census program (which also includes manufactures, wholesale trade and service industries).

Included in a series of detailed reports covering the 1982 census of retail trade which has recently been issued by the Census Bureau, are the only available official figures on sales of major classifications of merchandise by type of retail outlet. This Fact File analyzes this particular aspect of the census data.

Unlike the store counts and data on total store sales (covered in detail in the Fairchild Fact File: A STATISTICAL ANALYSIS OF RETAILING), the merchandise line sales information has been developed by the Census Bureau through estimates based on census questionnaires mailed to all large employers and to a 10% sample of the small employers in the retail universe. Retailers without paid employees are not included in the merchandise line estimates developed by the Census Bureau in 1982, and in the previous census covering the year 1977.

There were differences, however, in the methodology followed for each census year which affect comparability--involving changes in product classifications, to a limited extent, but to a more important degree-particularly for footwear, sporting goods, cosmetics, jewelry and women's ready-to-wear as well as other classifications where leased departments account for a significant share of sales. In 1977 and prior censuses, data for leased departments were consolidated with the data for the stores in which they operated (primary general merchandise stores), the lessor. In the 1982 census, each leased department was treated as a separate establishment and was classified according to its kind of business. This has had the effect of increasing the number and sales of specialized retail outlets and of decreasing the sales of stores operating leased departments within their establishments. (On a total store basis, the Census Bureau has reported department store sales in 1982 totaled $107.2 billion including leased departments, $99.2 billion excluding leased departments).

A brief explanation of some of the terms used in the Fact File may be helpful.

Establishments: A single physical location at which business in conducted. It is not necessarily identical with a company or enterprise (firm) which may consist of more than one establishment. Establishments are classified on the basis of their major activity. Only stores with paid employees are included in the 1982 (and 1977) census data (one or more paid employees).

Leased departments: Separately owned businesses operated as departments or concessions within a retail establishment are treated as separate establishments in the 1982 census, as noted above. (Only main store departments are counted, however).

Catalog order desks: These operations within retail stores (such as catalog desks within the Sears Roebuck department store outlets) are included in the data covering the stores in which they are located. Sales attributed to mail order houses cover establishments primarily selling merchandise as a result of orders received by mail.

(continued)

Explanation of terms used in this Fact File (continued)

Kinds of business: Retail establishments are classified by the Census Bureau following the Standard Industrial Classification (SIC) System. Retail trade--major SIC groups 52-59 (1972 SIC Manual)--includes establishments selling merchandise for personal or household consumption and in rendering services incidental to the sale of the goods. Not included are sales at retail made by manufacturers, wholesalers, or other businesses whose primary activity is not retail trade.

For the most part, the store definitions are self-evident in the assigned SIC class. However, some of particular interest in this Fact File require explanation.

Department stores: Stores normally employing 25 people or more, having sales of apparel and soft goods, combined, amounting to 20% or more of total sales, and selling each of the following lines of merchandise:

1. Furniture, homefurnishings, appliances, radio and TV sets.
2. A general line of apparel for the family.
3. Household linens and dry goods (home textiles).

Leased department employment and merchandise lines are taken into account in classifying department stores; however, starting with the 1982 census, leased department sales are not counted in the department store sales total (or in any other type of store in which they are lessees, as explained above.)

To qualify as a department store, sales of each of the three lines noted above must be less than 80% of total store sales. A store with total sales of $10 million or more is classified as a department store even if this condition is not met, provided that the combined sales of the other two are $1 million or more.

Discount stores and outlets operated by general merchandise or mail order chains which meet the above definition are counted as department stores.

RETAIL TRADE: MERCHANDISE LINES

The change in methodology involving leased departments (described on page 1) does not affect total sales by merchandise line, but should be kept in mind when analyzing sales of individual merchandise classifications by store type.

RETAIL TRADE: MERCHANDISE LINES

Total Retail Sales By Merchandising Line: 1977, 1982

	Total Establishments Reporting Sales*		Retail Sales (mil. $)		% of Total Sales	
	1982	1977	1982	1977	1982	1977
Retail trade, total	1,330,316	1,303,621	$1,039,028.7	$699,634.9	100.0	100.0
Merchandise Sales						
Groceries & other foods	266,550	271,440	198,704.5	137,506.0	19.1	19.7
Meals & snacks	391,216	340,526	92,676.9	54,734.9	8.9	7.8
Alcoholic drinks	140,366	138,462	14,965.5	9,997.8	1.4	1.4
Packaged alcoholic beverages	157,377	135,649	25,632.6	16,164.2	2.5	2.3
Cigars, cigarettes, tobacco	240,883	231,281	14,664.4	8,475.1	1.4	1.2
Drugs	187,219	110,448	42,337.3	12,438.4	4.1	1.8
Health & beauty aids		165,545		11,325.1		1.6
Apparel						
Men's & boys' wear	104,078	105,875	29,461.0	22,739.7	2.8	3.3
Women's, girls', infants' & toddlers wear**	145,965	138,964	57,552.9	36,526.9	5.5	5.2
Footwear, except infants' & toddlers'**	111,607	97,792	17,016.8	10,649.5	1.6	1.5
Homefurnishings & Related Products						
Sewing, knitting, needlework goods	45,306	81,734	4,132.0	10,010.9	0.4	1.4
Curtains, draperies & other window coverings, home textiles	65,350		8,926.1		0.9	
Major household appliances	61,383	71,966	11,336.6	9,179.2	1.1	1.3
Small electric appliances	69,910	81,725	4,380.8	2,849.4	0.4	0.4
TV's & video recorders, tapes	58,735	55,041	6,841.2	4,128.3	0.7	0.6
Audio equipment (recorders, records, radios, tapes, etc.), musical instruments & supplies	74,084	89,038	11,278.7	9,190.6	1.1	1.3
Furniture & sleep equipment/bedding	67,720	72,389	19,086.0	14,684.6	1.8	2.1
Floor coverings	56,540	65,697	6,907.7	5,770.3	0.7	0.8
Kitchenware, housewares, tabletop, decorative accessories, clock, bath shop, etc.	150,023	137,003	15,642.1	9,881.3	1.5	1.4
Other merchandise						
Jewelry (fine & costume), watches	95,026	110,575	12,133.2	8,150.8	1.2	1.2
Optical goods	21,348	21,231	1,851.0	1,361.2	0.2	0.2
Sporting goods	70,468	79,714	13,038.1	9,451.0	1.3	1.4
Recreational vehicles (campers, trailers, etc.)	5,918	12,718	2,957.4	3,234.1	0.3	0.5
Hardware, tools, plumbing & electrical supplies	102,938	94,218	13,977.9	8,555.3	1.3	1.2
Lawn & garden equipment, supplies	94,938	98,976	11,189.2	7,217.0	1.1	1.0
Lumber & building materials	74,070	nsr	32,179.3	nsr	3.1	3.8
Mobile homes	4,935	nsr	3,795.1	nsr	0.4	—
Cars, trucks, powered vehicles	48,863	55,621	139,687.2	112,285.2	13.4	16.0
Automotive fuels	155,892	211,078	89,288.0	48,736.2	8.6	7.0
Automotive lubricants	156,610		1,849.8		0.3	
Auto tires, batteries, accessories	166,160	194,772	31,050.0	21,196.0	3.0	3.0
Household fuels	20,667	22,984	14,791.4	8,923.4	1.4	1.3
All other merchandise	268,919	289,941	52,892.4	36,682.6	5.1	5.2
Unclassified merchandise	146,751	nsr	5,450.8	nsr	0.5	—
Nonmerchandise receipts from customers excl. sales & other taxes (delivery, repair, storage, rental of equip., etc.)	248,928	262,398	30,354.9	20,824.1	2.9	3.0

(footnotes on next page)

RETAIL TRADE: MERCHANDISE LINES

(footnotes from preceding table)

* Each business location is separately counted as an "establishment" (stores). Included in the reported establishment counts are those with payroll only; non-employers are not included. See the introductory paragraph for information on the change in the treatment of leased departments in 1982.

** Infant's footwear is included in data on "women's, girls', infants', toddlers' wear."

nsr not separately reported.

Source: U.S. Bureau of the Census, Census of Retail Trade (RC82-1-3, RC77-L)

GROCERIES & OTHER FOODS

In 1982, grocery stores accounted for 89.2% of the total sales of groceries and other foods in stores with payroll. The 128,494 grocery stores reported in the census accounted for 48.2% of the retail outlets with payroll selling groceries and other foods. The balance of business was widely distributed. Meat and seafood markets (4.1% of the covered outlets) held the second largest share of the market--2.6%. Department and other general merchandise stores (7.4% of the outlets) held a 1.6% share of reported sales of groceries and other foods in 1982.

In 1977, grocery stores with payroll accounted for 88.8% of sales of groceries and other foods; meat and seafood markets, 2.4%; general merchandise stores, 2.3%.

Sales of Groceries & Other Foods By Major Type of Retail Outlet, 1982
(Includes only establishments with payroll)

	Number of Establishments	Sales By Outlet Type (thous. $)	Sales By Outlet Type % of Total
Groceries & other foods, total	266,550	$198,704,555	100.0
General merchandise group stores	19,760	3,132,239	1.6
Department stores*	7,311	2,487,453	1.3
Food stores	176,219	189,848,375	95.5
Grocery stores	128,494	177,232,953	89.2
Meat & seafood markets	10,995	5,141,388	2.6
Retail bakeries	17,580	3,433,668	1.7
Other specialized food stores (fruit, vegetable markets, candy stores, dairy product stores, etc.)	19,150	4,040,366	2.0
Other outlets	70,571	5,723,941	2.9

* Leased departments are not included.

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

Grocery Stores:

Information on the leading outlet type, grocery stores--covering number of firms, sales size, etc.--will be found in the RETAIL STORES PROFILE section of the STATISTICAL ANALYSIS Fact File. Following is a breakdown of the merchandise line sales within grocery stores in 1982.

The trend to broader classifications of merchandise within grocery stores is clearly evident. In 1977, for example, drugs, health and beauty aids accounted for 2.6% of total grocery store sales; in 1982, they represented 4.5%. In 1977, 59% of the grocery stores reported sales of HBA; in 1982, 67% of the grocery stores sold drugs, health and beauty aids.

Grocery Store Sales By Merchandise Line, 1982
(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line	Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Grocery stores, total	128,494	100.0	$226,609,085	—	100.0
Major lines sold:					
Groceries & other foods	128,494	100.0	177,232,953	78.2	78.2
Meat, fish, poultry	90,252	70.2	39,392,154	18.7	17.4
Fresh fruits, vegetables	80,701	62.8	15,313,158	7.5	6.8
Frozen foods	89,833	69.9	9,601,993	5.4	4.2
Dairy products	106,210	82.6	16,722,688	8.9	7.4
Bakery products, baked on premises	26,878	20.9	2,344,683	2.6	1.0
Other bakery products, except frozen	70,418	54.8	4,364,955	3.7	1.9
Delicatessen items	56,286	43.8	5,554,361	4.3	2.5
All other foods	121,862	94.8	84,028,961	37.7	37.1
Meals and snacks	37,498	29.2	1,257,100	4.5	0.6
Packaged alcoholic beverages	73,624	57.3	7,507,975	6.1	3.3
Distilled spirits	11,818	9.2	931,142	2.6	0.4
Wine, brandy, brandy spirits	39,130	30.4	1,395,705	1.9	0.6
Beer and ale	71,959	56.0	5,181,128	4.5	2.3
Cigars, cigarettes, tobacco	95,049	74.0	7,596,338	4.6	3.4
Drugs, health aids, beauty aids	85,641	66.6	7,791,797	4.5	3.4
Prescriptions	3,399	2.6	538,160	1.8	0.2
Other drugs, health & beauty aids	85,113	66.2	7,253,637	4.2	3.2
Apparel items, exc. footwear:					
Men's & boys	3,509	2.7	122,617	1.3	0.1
Women's and children's	3,905	3.0	141,980	1.2	0.1
Kitchenware and homefurnishings	17,638	13.7	1,292,552	2.0	0.6
Small electric appliances	3,995	3.1	201,735	1.1	0.1
Books, magazines, newspapers	59,904	46.6	1,606,197	1.6	0.7
Paper products, towels, tissues	69,191	53.8	5,125,159	3.5	2.3
Soaps, detergents, cleaners	69,815	54.3	5,410,390	3.7	2.4
Pet foods	56,773	44.2	3,201,188	2.6	1.4
Other merchandise & misc. receipts (automotive products, hardware, etc.)	—	—	8,121,024	—	3.6

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade, RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

DRUGS (INCLUDING PRESCRIPTIONS), HEALTH & BEAUTY AIDS

Census Bureau data on sales by type of retail outlet is based on the combined total of all drugs (including prescription and over-the-counter), health and beauty aids, which amounted to $42.3 billion in 1982 sales through 187,219 retail outlets. The inclusion of prescription drugs in the total helped swell the drug and proprietary stores' share of the total to 57.8%. Grocery stores held the second largest share of sales--18.4% of the total, with sales reported in 85,641 stores.

In 1977, sales of health and beauty aids were reported separately from drugs. In that year, drug and proprietary stores (defined as drug stores which do not sell prescriptions) accounted for 36.2% of sales; grocery stores held a 25.6% share of total retail business in health and beauty aids.

Sales of Drugs, Health & Beauty Aids By Major Type of Retail Outlet, 1982
(Includes only establishments with payroll)

	Number of Establishments	Sales By Outlet Type	
		(thous. $)	% of Total
Drugs, health & beauty aids, total	187,219	$42,337,314	100.0
General merchandise groups stores	27,029	7,450,837	17.6
Department stores*	9,668	6,380,012	15.1
Food stores	92,372	8,506,702	20.1
Grocery stores	85,641	7,791,797	18.4
Apparel & accessory stores	3,202	340,130	0.8
Drug & proprietary stores	49,527	24,461,365	57.8
Drug stores	46,661	23,436,020	55.4
Proprietary stores	2,866	1,025,345	2.4
Other retailers	15,089	1,578,280	3.7

* Leased departments are not included.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Drug & Proprietary Stores

Information on the leading outlet type, drug and proprietary stores, covering the number of firms, sales size, etc., will be found in the RETAIL STORES PROFILE section of the STATISTICAL ANALYSIS Fact File. Following is a breakdown of major merchandise line sales within drug and proprietary stores in 1982. Drugs, health and beauty aids represented 67.5% of the total in 1982 compared with 63.7% of the total in 1977.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

DRUGS (INCLUDING PRESCRIPTIONS), HEALTH & BEAUTY AIDS

Drug & Proprietary Stores (continued)

Drug & Propriety Store Sales By Major Merchandise Lines, 1982

(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Drug, proprietary stores, total	49,527	100.0	$36,242,417	—	100.0
Major lines sold:					
Groceries & other foods	15,774	2.5	1,243,668	6.8	3.4
Packaged alcoholic beverages	8,796	17.8	1,185,738	8.9	3.3
Cigars, cigarettes, etc.	31,945	64.5	1,790,397	6.3	4.9
Drugs, health & beauty aids	49,527	100.0	24,461,365	67.5	67.5
All other merchandise	49,527	100.0	7,561,249	—	20.9

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Drug Stores

The Census Bureau has published separate figures on merchandise line sales within drug stores excluding proprietary stores (which do not sell prescriptions). This provides greater detail on sales within the drug, health and beauty aids category.

Drug, Health & Beauty Aid Sales in Drug Stores, 1982

(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Drug stores, total	46,661	100.0	$34,940,716	—	100.0
Drugs, health & beauty aid sales total:	46,661	100.0	23,436,020	67.1	67.1
Prescriptions	46,661	100.0	12,982,896	37.2	37.2
Nonprescription medicines	42,664	91.4	3,915,564	12.3	11.2
Health aids	33,865	72.6	1,858,237	7.0	5.3
Cosmetics	33,913	72.7	2,180,555	7.4	6.2
Other hygiene needs	32,003	68.6	2,498,768	9.6	7.2

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Cosmetics, including makeup, face creams and lotions, fragrances, etc., represented 6.2% of total drug store sales in 1982, up from 5.7% in 1977.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

DRUGS (INCLUDING PRESCRIPTIONS), HEALTH & BEAUTY AIDS

Department Stores

Drug, Health & Beauty Aid Sales in Department Stores, 1982

	Establishments		Sales of specified merchandise line	Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Department stores, total	9,981	100.0	$99,170,163	—	100.0
Drugs, health & beauty aid sales total:	9,668	96.9	6,380,012	6.5	6.4
Prescriptions	2,471	24.8	625,087	2.7	0.6
Cosmetics	9,328	93.5	3,848,864	4.0	3.9
Other drugs, health aids, beauty aids	7,482	75.0	1,906,060	2.7	1.9

* Leased departments are not included. See page 1.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Cosmetics

In 1982 census of retail trade reports, information on cosmetics sales is separately reported for only two store types: drug stores and department stores. However, sales through leased departments are not included in these figures.

Recap: Cosmetics Sales in Drug Stores & in Department Stores, 1982

	No. of Stores	Sales (thous. $)	Percent
Cosmetics sales: reported total*	43,241	$6,029,419	100.0
Drug stores	33,913	2,180,555	36.2
Department stores	9,328	3,848,864	63.8

* Leased departments are not included in the stores in which they operated, but are counted as separate specialized retail establishments. See page 1.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

APPAREL: MEN'S & BOYS' WEAR (EXCEPT FOOTWEAR)

Total sales of men's and boys' wear, excluding footwear, amounted to $29.5 billion in 1982 based on reports covering 104,078 retail outlets with payroll. This compares with sales totaling $22.7 billion in 105,875 retail outlets with payroll in 1977. (Dollar figures are on a current dollar basis, and not adjusted for inflation).

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: MEN'S & BOYS' WEAR (EXCEPT FOOTWEAR)

The change in the treatment of leased departments--not included in the sales of the stores in which the leased departments were operated in 1982, as they were in 1977--affects comparability in sales share by outlet type to varying degrees, depending on store type and merchandise type (but not total dollar volume). However, as reported, the data indicates a decline in the market share held by stores classified as department stores and men's and boys' clothing and furnishings stores, while family clothing stores and other outlets have picked up sales share. With the boom in demand for activewear, sporting goods stores increased their share of overall men's and boys' wear business from 0.8% to 1.8%. (See section on SPORTING GOODS & RELATED PRODUCTS).

Men's & Boy's Wear Sales: Reported Sales Share Summary By Major Retail Outlet Type, 1977, 1982

	Number of Establishments		Men's & Boys' Wear Sales			
			Millions of $		Percent	
	1982	1977	1982	1977	1982	1977
Men's & boys' wear, reported total	104,078	105,875	$29,461	$22,740	100.0	100.0
Department stores	9,947	8,807	12,812	10,575	43.5	46.5
Men's & boys' wear stores	17,480	20,643	7,053	6,275	23.9	27.6
Family clothing stores	17,859	15,950	5,253	3,001	17.8	13.2
Other retail outlets	58,792	60,475	4,343	2,889	14.8	12.7

Source: U.S. Bureau of the Census,
1977, 1982 Censuses of Retail Trade

Sales of Men's & Boys' Wear By Major Type in Specified Stores, 1982

(Includes only establishments with payroll)

	Number of Establishments	Sales By Outlet Type	
		(thous. $)	% of Total
Men's & boys' wear, except footwear, total	104,078	$29,461,020	100.0
General merchandise group stores*	29,005	14,175,991	48.1
Department stores*	9,947	12,812,001	43.5
Apparel & accessory stores	48,335	13,534,908	45.9
Men's & boys' wear stores	17,480	7,052,585	23.9
Family clothing stores	17,859	5,253,303	17.8
Women's wear stores	3,990	459,404	1.5
Other, including shoe stores	9,006	769,616	2.6
Sporting good stores	9,061	543,697	1.8
Nonstore retailers:			
Mail order houses**	3,323	734,511	2.5
Direct selling establishments	288	36,959	0.1
All other retailers	14,066	434,954	1.6

* Leased departments are not included.
** Catalog order desks are included in the sales of the stores in which they are operated.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: MEN'S & BOYS' WEAR (EXCEPT FOOTWEAR)

Information on sales of men's wear and on boys'/young men's/students' wear has been separately reported for key stores, representing a combined total of $25.9 billion--87.9% of the reported total in men's and boys' wear for all outlets with payroll. Where separately reported, men's wear amounted to $21.3 billion (82.3%); boys' wear, $4.6 billion (17.7%).

Men's & Boys' Wear Sales Separately Reported For Key Outlet Types, 1982
(Retail establishments with payroll)

	Number of Establishments	Reported Sales	
		Thous. $	Percent
Men's wear, (excluding footwear) total reported	--	$21,303,758	100.0
Department stores	9,947	9,606,115	45.1
Men's wear stores	17,480	6,741,742	31.6
Family clothing stores	17,859	4,583,566	21.5
Women's wear stores	na	372,335	1.7
Boy's, young men's, students' wear (exc. footwear, total reported)	31,878	4,596,820	100.0
Department stores	9,835	3,205,886	69.7
Men's & boys' wear stores	4,288	310,843	6.8
Family clothing stores	12,516	669,737	14.6
Women's wear stores	1,793	87,069	1.9
Children's wear stores	3,446	323,285	7.0

na not available

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade RC82-1-3

Men's & Boys' Wear Sales

Reported Sales of Men's Wear Merchandise Classifications In Major Store Types, 1982
(Dollar sales in millions)

	Dept. Stores		Men's Wear Stores		Family Clothing Stores	
	$ Sales	Percent	$ Sales	Percent	$ Sales	Percent
Men's wear, reported total	$9,606.1	100.0	$6,741.7	100.0	$4,583.6	100.0
Overcoats, topcoats, raincoats, outerjackets	773.9	8.1	579.1	8.6	397.3	8.7
Suits, formal wear	542.0	5.6	1,489.1	22.1	311.4	6.8
Sport coats, blazers	531.7	5.5	809.8	12.0	235.9	5.1
Dress & casual slacks, jeans, walking shorts	1,751.7	18.2	1,417.3	21.0	1,503.9	32.8
Career & work uniforms	269.4	2.8	171.5	2.5	109.2	2.4
Shirts, knit & woven, dress & sport	2,128.0	22.1	1,181.6	17.5	1,051.7	22.9
Sweaters	552.5	5.8	332.8	4.9	240.1	5.2
Hosiery, pajamas, robes, underwear	1,200.7	12.5	184.9	2.7	228.4	5.0
Activewear	796.9	8.3	174.5	2.6	287.2	6.3
Accessories	1,059.3	11.1	401.3	6.0	218.6	4.8

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: MEN'S & BOYS' WEAR (EXCEPT FOOTWEAR)

Department Stores

Details on the leading outlet type--department stores--in terms of number of stores, total store sales, etc., has been covered in detail in the Fact File: A STATISTICAL ANALYSIS OF RETAILING. As noted, on page 10 of this report, department stores accounted for 43.5% of reported sales of men's and boys' wear--45.1% of men's wear (where separately reported) and 70% of boys'/young men's/students' wear (where separately reported).

Men's & Boys' Wear Sales in Department Stores, 1982
(Not including leased departments)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Department stores, total	9,981	100.0	$99,170,163	—	100.0
Men's & boys' wear, except footwear	9,947	99.7	12,812,001	12.9	12.9
Men's wear, total	9,947	99.7	9,606,115	—	9.7
Overcoats, topcoats, raincoats, outerjackets	6,446	64.6	773,908	1.0	0.8
Suits and formal wear	3,816	38.2	541,974	1.0	0.5
Sport coats and blazers	4,606	46.1	531,700	0.8	0.5
Tailored and dress slacks, casual slacks, jeans, walking shorts	8,419	84.4	1,751,702	2.0	1.8
Career & work uniforms	4,819	48.3	269,447	0.6	0.3
Shirts, knit & woven, dress & sport	8,328	83.4	2,127,968	2.4	2.1
Sweaters	5,796	58.1	552,451	0.8	0.6
Hosiery, pajamas, robes, underwear	8,242	82.6	1,200,734	1.4	1.2
Activewear (tennis, golf, jogging, swimming, etc.)	6,931	69.4	796,943	1.0	0.8
Accessories	7,012	70.2	1,059,288	1.3	1.1
Boys' (sizes 2 to 16), young men's (sizes 13 to 20) and students' (sizes 32 to 44) clothing & accessories*	9,835	98.5	3,205,886	3.3	3.2

* Data on infants' and toddlers' (boys') is combined with girls' and will be found with information on Children's Wear.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: MEN'S & BOYS' WEAR (EXCEPT FOOTWEAR)

Men's & Boys' Wear Specialty Stores

The STATISTICAL ANALYSIS OF RETAILING Fact File covers details on total men's and boys' wear stores by size, number of firms, sales, concentration, etc. Following is a breakdown of sales in terms of merchandise classifications.

Men's & Boys' Wear Sales in Men's & Boys' Wear Stores, 1982
(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Men's & boys' wear stores, total	17,480	100.0	$ 7,734,522	—	100.0
Men's & boys' wear, except footwear	17,480	100.0	7,052,585	91.2	91.2
Men's wear, total	17,480	100.0	6,741,742	—	87.1
Overcoats, topcoats, raincoats, outerjackets	13,124	75.1	579,066	9.4	7.5
Suits and formal wear	11,638	66.6	1,489,066	26.0	19.3
Sport coats & blazers	12,164	69.6	809,768	13.7	10.5
Tailored and dress slacks, casual slacks, jeans, walking shorts	15,038	86.0	1,417,266	20.6	18.3
Career & work uniforms	2,269	13.0	171,480	18.8	2.2
Shirts, knit & woven, dress & sport	15,299	87.5	1,181,587	17.2	15.3
Sweaters	12,711	72.7	332,810	5.8	4.3
Hosiery, pajamas, robes, underwear	9,655	55.2	184,881	4.0	2.4
Activewear (tennis, golf, jogging, swimming, etc.)	7,923	45.3	174,505	4.6	2.4
Accessories	13,547	77.5	401,313	6.6	5.2
Boys' (sizes 2 to 16), young men's (sizes 13 to 20) and students' (sizes 32 to 44) clothing & accessories*	4,288	24.5	310,843	14.7	4.0

* See footnote on preceding table covering department stores

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Family Clothing Stores

These stores primarily sell clothing, furnishings and accessories for men, women and children, without specializing in any one line, and sales of all types of apparel account for 50% or more of their total sales. Men's and boys' wear business (which by store definition cannot exceed in total more than three times the sales of all women's and girls' apparel) was reported as noted below in the 1982 census.

Adjusted for comparable treatment of leased departments in 1977 and 1982, mens' and boys' wear, except footwear, accounted for 38.6% of total store sales in 1977 vs. 39.1% in 1982.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: MEN'S & BOYS' WEAR (EXCEPT FOOTWEAR)

Family Clothing Stores

Men's & Boys' Wear Sales in Family Clothing Stores, 1982
(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Family clothing stores, total	17,859	100.0	$13,451,003	—	100.0
Men's & boys' wear, except footwear	17,859	100.0	5,253,303	39.1	39.1
Men's wear, total	17,859	100.0	4,583,566	—	34.1
Overcoats, topcoats, raincoats, outerjackets	10,500	58.8	397,329	4.3	3.0
Suits and formal wear	6,596	36.9	311,368	5.0	2.3
Sport coats & blazers	8,073	45.2	235,859	3.2	1.8
Tailored and dress slacks, casual slacks, jeans, walking shorts	14,809	82.9	1,503,927	12.7	11.2
Career & work uniforms	4,407	24.7	109,179	2.9	0.8
Shirts, knit & woven, dress & sport	15,238	85.3	1,051,682	8.8	7.8
Sweaters	9,507	53.2	240,081	2.9	1.8
Hosiery, pajamas, robes, underwear	8,961	50.2	228,362	3.0	1.7
Activewear (tennis, golf, jogging, swimming, etc.)	8,713	48.8	287,178	3.3	2.1
Accessories	10,206	57.1	218,601	2.7	1.6
Boys' (sizes 2 to 16), young men's (sizes 13 to 20) and students' (sizes 32 to 44) clothing & accessories*	12,516	70.1	669,737	6.0	5.0

* See footnote on preceding table covering department stores.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Other Specialty Stores

Among 3,301 women's ready-to-wear stores reporting sales of men's and/or boys' wear in 1982, this merchandise classification amounted to $436.1 million, or 12.9% of the sales of stores selling this classification; 2.2% of total women's ready-to-wear store sales.

Sales of men's and/or boys' wear amounted to $23.3 million in 689 women's accessory and specialty stores; $84.5 million in 1,656 shoe stores. Men's and/or boys' wear sales in 7,350 specialized apparel stores primarily selling uniforms, sports apparel, riding apparel, or other specialties, totaled $685.1 million in 1982. Sales of boys' and young men's wear in stores classified as primarily "children's wear stores" amounted to $323.3 million in 3,466 stores. Among sporting goods stores reporting sales of men's and or/boys' wear (9,061 stores), these sales represented 13.3% of their total volume, and accounted for 7.2% of overall total sporting goods/bicycle shop sales.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

Total retail sales of women's and children's wear, excluding footwear, amounted to $57.5 billion in 1982 in 145,965 retail outlets with payroll. Comparable 1977 census figures (current dollars) showed total sales of women's and children's wear at $36.5 billion, 138,964 retail outlets with payroll.

The change in treatment of leased departments--which were not included in the sales of stores in which the leased departments were operated in 1982, as they were in 1977--affects comparability in sales share by outlet type to varying degrees, depending on store type and merchandise type (but does not change total dollar sales). The change would tend to increase sales share of specialty outlets, since leased departments are now counted as separate retail establishments, and decrease sales share of general merchandise stores to the extent involved. Information from the Census Bureau indicates that a significant number of leased women's ready-to-wear departments were counted as ready-to-wear stores in 1982.

As reported, department store share of women's and children's wear business declined from 44.5% in 1977 to 40.9% in 1982, while women's ready-to-wear stores increased their share from 30.3% to 33.0%. Family clothing stores (selling men's, women's and children's wear, without specializing in any one category) registered an increase in share of women's and children's wear sales from 9.5% in 1977 to 11.1% in 1982.

Women's & Children's Wear Sales: Reported Sales Share Summary By Major Retail Outlet Type, 1977, 1982

	Number of Establishments		Women's & Childrens' Wear Sales			
			Billions of $		Percent	
	1982	1977	1982	1977	1982	1977
Women's & children's wear, reported total	145,965	138,964	$57.5	$36.5	100.0	100.0
Department stores	9,954	8,807	23.5	16.2	40.9	44.5
Women's ready-to-wear stores	44,163	39,412	19.0	11.1	33.0	30.3
Women's accessory & specialty stores & furriers	6,798	4,962	1.6	0.9	2.8	2.4
Family clothing stores	17,859	15,950	6.4	3.5	11.1	9.5
Other retail outlets	67,191	69,833	7.0	4.8	12.2	13.3

Source: U.S. Bureau of the Census,
1977, 1982 Censuses of Retail Trade

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

Sales of Women's & Children's Wear in Specified Stores, 1982

(Includes only establishments with payroll)

	Number of Establishments	Sales By Outlet Type	
		(thous. $)	% of Total
Women's & children's wear, except footwear, total	145,965	$57,552,885	100.0
General merchandise group stores*	29,872	25,915,732	45.0
Department stores	9,954	23,511,295	40.9
Variety stores	10,091	1,189,429	2.1
Other general merchandise stores	9,827	1,215,006	2.1
Apparel & accessory stores	86,507	28,987,857	50.4
Women's wear specialty stores, total	50,961	20,622,529	35.8
Women's ready-to-wear stores	44,163	18,984,687	33.0
Women's & accessory & specialty stores, & furriers	6,798	1,637,842	2.8
Family clothing stores	17,859	6,404,121	11.1
Shoe stores	4,016	129,071	0.2
Other apparel accessory stores	10,613	1,553,809	2.7
Children's & infants' wear stores	5,312	974,406	1.7
Sporting good stores	8,413	393,452	0.7
Nonstore retailers:	3,817	1,544.476	2.7
Mail order houses**	3,459	1,491,604	2.6
Direct selling establishments	336	50,402	0.1
All other retailers	17,356	711,368	1.2

* Leased departments are not included in lessor stores, but are counted as separate stores.

** Catalog order desks are included in the sales of the stores in which they are operated.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Information on sales of women's wear and on sales of children's wear (infants'/girls') has been separately reported for key stores, representing a total of $51.7 billion in women's and children's wear -- 90% of the total of $57.5 billion in reported sales in all outlets with payroll.

Women's wear represented 87.6%, or $45.3 billion in sales. Children's wear represented 12.4% of the total, or $6.4 billion.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

Women's & Children's Wear Sales Separately Reported For Key Outlet Types, 1982

(Retail establishments with payroll)

	Number of Establishments	Sales Thous. $	Sales Percent
Women's wear, reported total	81,832	$45,330,196	100.0
Department stores	9,954	19,182,873	42.3
Women's ready-to-wear stores	44,163	18,612,103	41.1
Women's accessory & specialty stores	6,798	1,624,526	3.6
Family clothing stores	17,859	5,640,793	12.4
Men's wear stores	3,058	269,901	9.6
Children's wear* reported total	31,666	$ 6,412,810	100.0
Department stores	9,889	4,328,422	67.5
Women's ready-to-wear stores	5,915	372,584	5.8
Women's accessory & specialty stores	286	13,316	0.2
Family clothing stores	9,854	763,328	11.9
Children's wear stores	5,325	926,734	14.5
Men's wear stores	397	8,426	0.1

* Includes boy/girl infants' and toddlers' wear (including infants' footwear), girls' wear (sizes 3-14) and subteen (sizes 6-16) clothing and accessories.

Reported Sales of Women's Wear Classifications In Major Store Types, 1982

(Dollar sales in millions)

	Dept. Stores		Women's Ready-To-Wear Stores		Family Clothing Stores	
	$ Sales	Percent	$ Sales	Percent	$ Sales	Percent
Women's wear, reported total	$19,183	100.0	$18,612	100.0	$5,641	100.0
Dresses, all types	2,323	12.1	3,739	20.1	541	9.6
Coats, outerjackets, rainwear	1,059	5.5	1,400	7.5	331	5.9
Suits, pantsuits, jackets, blazers	1,481	7.7	2,381	12.8	448	7.9
Pants, jeans, walking shorts, skirts	2,911	15.2	3,284	17.6	1,210	21.4
Tops (knit & woven), blouses, sweaters, etc.	3,511	18.3	4,112	22.1	1,483	26.3
Activewear (tennis, jogging, swimming, etc.)	1,212	6.3	887	4.8	344	6.1
Furs, fur garments	153	0.8	112	0.6	16	0.3
Legwear	1,516	7.9	433	2.3	212	3.8
Foundations	1,182	6.2	385	2.1	281	5.0
Intimate apparel	2,023	10.5	674	3.6	368	6.5
Hats, wigs, hairpieces, etc.	73	0.4	26	0.1	17	0.3
Accessories	1,557	8.1	1,000	5.4	325	5.8
Other (aprons, uniforms, smocks, etc.)	182	0.9	181	1.0	64	1.1

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

Department Stores

Women's & Children's Wear & Related Product Sales in Department Stores, 1982
(Not including leased departments)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of:	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Department stores, total	9,981	100.0	$99,170,163	—	100.0
Women's & children's wear, except footwear, total	9,954	99.7	23,511,295	23.8	23.7
Children's wear*	9,889	99.1	4,328,422	4.4	4.4
Women's wear, total	9,954	99.7	19,182,873	19.4	19.3
Furs & fur garments	1,999	20.0	153,283	0.5	0.2
Dresses, all types	6,453	64.6	2,323,246	3.0	2.3
Dress & tailored coats, outerjackets rainwear	5,833	58.4	1,059,171	1.5	1.1
Suits, pantsuits, sport jackets, blazers	5,492	55.0	1,481,081	2.2	1.5
Slacks/pants, jeans, walking shorts, skirts	6,073	60.8	2,911,185	3.8	2.9
Tops (knit & woven shirts, blouses, sweaters)	6,105	61.6	3,510,668	4.6	3.5
Activewear (tennis, golf, jogging, swimming, etc.)	6,175	61.9	1,211,621	1.6	1.2
Legwear (pantyhose, socks, tights, etc.)	9,666	96.8	1,515,715	1.6	1.5
Foundations (bras, girdles, etc.)	6,914	69.3	1,182,364	1.5	1.2
Intimate apparel (lingerie, sleepwear, daywear)	7,317	73.3	2,022,540	2.4	2.0
Hats, wigs, hairpieces	2,882	28.9	72,700	0.2	0.1
Accessories (handbags, wallets, neckwear, handkerchiefs, gloves, belts, umbrellas, etc., not incl. jewelry)	6,383	63.9	1,557,397	2.0	1.6
Other women's wear**	3,103	31.1	181,902	0.4	0.2
Related products:					
Women's & girls' footwear	5,092	51.0	1,704,678	2.5	1.7
Children's footwear	3,007	30.1	157,975	0.4	0.2
Sewing, knitting, needlework goods	7,581	76.0	770,566	1.0	0.8
Jewelry	8,341	83.6	2,146,428	2.4	2.2
Precious gems, pearls	3,925	39.3	565,494	1.0	0.6
Watches, rings, novelty jewelry, other jewelry	8,219	82.3	1,580,934	1.8	1.6
Luggage & leather goods	4,438	44.4	376,351	0.6	0.4
Optical goods	1,974	19.8	56,013	0.2	0.1

* Includes boy/girl infants' and toddlers' (including footwear), girls' (sizes 3-14) and subteen (sizes 6-16) clothing and accessories.
**Includes aprons, uniforms, smocks and miscellaneous items not elsewhere classified.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

For details on department stores, including number, sales concentration, etc., see the STATISTICAL ANALYSIS OF RETAILING Fact File (Special Edition: 1985).

Women's Ready-to-Wear Stores

Specialty stores that sell dresses, skirts, slacks, coats, and suits are classified as "ready-to-wear" stores, as distinct from those specializing in accessories or very specialized lines.

Information on the number of stores by sales size, number of firms, etc., will be found in the STATISTICAL ANALYSIS OF RETAILING FACT FILE (Special Edition: 1985).

In 1982, women's ready-to-wear stores (with payroll) reported sales of women's and children's wear (excluding footwear) amounting to $18,984 million, in 44,163 stores. Following is a breakdown of sales by merchandise line.

Women's & Children's Wear Related Product Sales In Women's Ready-to-Wear Stores, 1982

(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Women's & children's wear stores, total	44,163	100.0	$20,248,922	—	100.0
Women's & children's wear, except footwear, total	44,163	100.0	18,984,687	93.8	93.8
Infants', toddlers', girls' subteen wear	5,915	13.4	372,584	8.5	1.8
Women's wear, total	44,163	100.0	18,612,103	85.3	92.0
Furs & fur garments	2,629	6.0	112,116	4.6	0.6
Dresses, all types	40,086	90.8	3,738,760	19.8	18.5
Dress & tailored coats, jackets rainwear	26,152	59.2	1,399,842	9.3	6.9
Suits, pantsuits, sport jackets, blazers	30,397	68.8	2,381,294	15.4	11.8
Slacks/pants, jeans, walking shorts, skirts	37,649	85.2	3,283,800	18.9	16.2
Tops (knit & woven shirts, blouses, sweaters)	37,668	85.3	4,111,671	23.2	20.3
Activewear (tennis, golf, jogging, swimming, etc.)	21,334	48.3	886,904	7.7	4.4
Legwear (pantyhose, socks, tights, etc.)	18,252	41.3	432,584	4.0	2.1
Foundations (bras, girdles, etc.)	14,395	32.6	384,740	4.6	1.9
Intimate apparel (lingerie, sleepwear, daywear)	21,234	48.1	673,774	6.0	3.3
Hats, wigs, hairpieces	2,474	5.6	25,680	2.0	0.1
Accessories	28,292	64.1	1,000,231	6.8	4.9
Other women's wear**	4,246	9.6	180,707	6.9	0.9
Related products:					
Women's & girls' footwear	3,486	7.9	300,411	10.6	1.5
Jewelry, watches, etc.	6,995	15.8	133,061	2.9	0.7

* and ** see footnotes on preceding table covering Department Stores.

# See "Accessories" in Department Stores.

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

Other Women's Specialty Stores

Women's & Children's Wear & Related Products Sales In Accessory & Specialty Stores & Furriers, 1982
(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line	Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Women's specialty stores, furriers n.e.c., total	6,798	100.0	$1,740,417	—	100.0
Women's & girls' wear, except footwear	6,798	100.0	1,637,842	94.1	94.1
Selected products:					
Activewear	1,817	26.7	164,765	42.6	9.5
Legwear	2,273	33.4	89,373	22.7	5.1
Foundations	1,812	26.7	119,428	32.0	6.9
Intimate apparel	1,929	28.4	135,254	32.8	7.8
Hats, wigs, hairpieces	811	11.9	40,142	34.9	2.3
Accessories	2,030	29.9	208,378	45.5	12.0
Furs & fur garments	1,080	15.9	614,924	90.4	35.3
Children's & infants' wear stores, total	5,325	100.0	1,356,029	—	100.0
Infants', toddlers, girls' wear except footwear	5,325	100.0	926,734	68.7	68.3
Children's footwear	442	8.3	9,294	8.8	0.7
Furniture & related products	310	5.8	6,119	4.5	0.5
Boys' wear	3,446	64.7	323,285	32.7	23.8
Other merchandise/receipts	—	—	90,597	—	6.7

n.e.c. not elsewhere classified
* See footnote on department store table for description of "children's wear".

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Family Clothing Stores

These stores accounted for 11.1% of women's and children's wear sales in retail outlets with payroll in 1982. They are defined by the Census Bureau as stores primarily selling apparel for men, women and children, without specializing in any one line, and sales of apparel account for 50% or more of their total sales. Women's and children's wear business (which by store definition cannot exceed in total more than three times the sales of all men's and boys' wear) was reported as noted in the following table in the 1982 census.

(For details on total sales and number of stores by size, see the Fact File, A STATISTICAL ANALYSIS OF RETAILING.

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

Family Clothing Stores (continued)

Women's & Children's Wear Related Product Sales In Family Clothing Stores, 1982

(Not including leased departments)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Family clothing stores, total	17,859	100.0	$13,451,003	—	100.0
Women's & children's wear, except footwear, total	17,859	100.0	6,404,121	47.6	47.6
Children's wear*	9,854	55.2	763,328	8.0	5.7
Women's wear, total	17,859	100.0	5,640,793	—	41.9
Furs & fur garments	592	3.3	15,824	1.7	0.1
Dresses	10,637	59.6	540,499	5.3	4.0
Dress coats, jackets, rainwear	9,736	54.5	331,000	3.3	2.5
Suits, sport jackets, blazers	9,727	54.5	447,968	5.4	3.3
Slacks, jeans, pants, skirts	14,760	82.6	1,209,644	11.3	9.0
Tops (shirts, blouses, sweaters)	15,353	86.0	1,483,063	12.4	11.0
Activewear	9,829	55.0	344,437	4.2	2.6
Legwear, tights	8,658	48.5	212,370	2.4	1.6
Foundations	7,807	43.7	281,436	3.3	2.1
Intimate apparel	8,785	49.2	368,337	4.1	2.7
Hats, wigs, hairpieces	2,556	14.3	17,382	0.6	0.1
Accessories#	10,728	60.1	325,227	3.1	2.4
Other women's wear**	3,666	20.5	63,606	1.8	0.5
Women's & girls' footwear	7,920	44.3	404,177	5.2	3.0
Children's footwear	4,227	23.7	102,402	2.6	0.8
Jewelry & watches	4,708	26.4	103,526	1.8	0.8

* and ** see footnotes on Department Store table.

# See listing in department store table for description of "accessories".

Other Specialty Stores

Sales of women's and children's wear were reported in 3,058 stores, as noted in the table covering sales by major type of outlet. In these stores, this merchandise represented 12.9% of their total store volume in 1982. In specialized stores which sell such items as uniforms, riding apparel, sports apparel or other specialties, sales of women's and girls' wear amounted to $1.5 billion in 10,613 stores. Of 36,277 shoe stores, 4,016 reported sales of women's and children's wear in 1982, amounting to $129.1 million -- or 9.6% of total store volume.

Of 20,152 sporting goods stores of all types (with payroll), 8,413 reported sales of women's/girls' wear in 1982 amounting to $393.4 million. (Sales of women's activewear in other major retail outlet types have been covered in foregoing tables, but also see the section in this Fact File on SPORTING GOODS & RELATED PRODUCTS.)

(continued)

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

APPAREL: WOMEN'S & CHILDREN'S WEAR (EXCEPT FOOTWEAR) & RELATED PRODUCTS

Other Specialty Stores (continued)

Sales of related merchandise in specialized outlets are covered in the following table.

Sales in Selected Specialty Stores, 1982
(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Jewelry stores, total	22,786	100.0	$ 8,352,447	—	100.0
Jewelry	22,786	100.0	7,288,205	87.3	87.3
Diamonds	20,297	89.1	2,875,741	36.7	34.4
Other precious gems, pearls	15,360	67.4	726,959	13.0	8.7
Rings, except diamonds, precious gems, pearls	17,324	76.0	606,814	10.0	7.3
Watches	19,513	85.6	1,053,172	13.9	12.6
Karat gold jewelry	18,650	81.8	1,203,399	17.4	14.4
Other jewelry	16,800	73.7	822,120	13.9	9.8
Other merchandise & receipts —	—	—	1,064,242	—	12.7
Luggage/leather goods stores, total	1,883	100.0	589,391	—	100.0
Luggage & leather goods	1,883	100.0	509,248	86.4	86.4
Other merchandise & receipts	1,883	100.0	80,143	—	13.6
Sewing, needlework, piece goods stores, total	9,774	100.0	2,494,676	—	100.0

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade RC-82-1-3

FOOTWEAR

Sales of footwear (except infants' and toddlers') and footwear accessories (polishes, laces, etc.) in retail outlets with payroll reached a reported total of $17.0 billion in 1982 (current dollars), compared with $10.6 billion in 1977. In the 1982 census, 111,607 retail outlets with payroll reported footwear sales; in the 1977 census, there were 97,792.

However, a factor in the increase in outlets is the change in the method of reporting on leased departments. As noted in the introduction to this section, in 1982 data, leased department operations were counted as separate retail establishments--in the case of footwear, as shoe stores. In 1977, leased department operations were not separately reported, but were included in data on the stores in which they were operated. This, of course, affects the comparability of sales share by outlet type in 1982 vs. 1977.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

FOOTWEAR

Sales of Footwear (Except Infants' & Toddlers') & Related Products By Major Type of Retail Outlet, 1982

(Includes only establishments with payroll)

	Number of Establishments	Sales by Outlet Type (thous. $)	Sales by Outlet Type % of Total
Footwear and footwear accessories sales, reported total	111,607	$17,016,801	100.0
General merchandise group stores*	22,703	3,301,284	19.4
Department stores*	5,290	2,685,558	15.8
Apparel & accessory stores, incl, shoe stores	57,443	12,545,280	73.7
Men's & boys' wear stores	5,242	291,242	1.7
Women's wear stores	4,322	356,852	2.1
Family clothing stores	9,317	870,589	5.1
Shoe stores	36,277	10,958,441	64.4
Men's shoe stores	4,153	1,075,221	6.3
Women's shoe stores	7,832	2,576,756	15.1
Children's & juveniles' shoe stores#	994	215,657	1.3
Family shoe stores	23,298	7,090,807	41.7
Other apparel & accessory stores	2,285	68,156	0.4
Children's/infants' wear stores#	474	12,655	0.1
Sporting goods stores	9,253	518,343	3.0
Nonstore retailers	3,313	354,858	2.1
Mail order houses**	3,201	312,269	1.8
Direct selling establishments	112	42,589	0.3
Other retailers	18,895	297,026	1.8

* Leased departments are not included. See page 21.

** Catalog order desks are included in the sales of the stores in which they are operated.

# Infants' and toddlers' footwear is not included in the above table. This classification is included in sales of "children's wear".

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC-82-1-3

Sales of Footwear by Classification in Reporting Store Types, 1982

Reported sales of footwear by classification amounted to $14,754 million in 1982--86.7% of the total of all footwear and footwear accessories reported at $17,017 million. Of the footwear total men's and boys' footwear amounted to $5,168 million (35.0%); women's and girls', $8,008 million (54.3%); children's (not including infants' and toddlers'), $1,578 million (10.7%).

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

FOOTWEAR

Sales of Footwear by Classification in Reporting Store Types, 1982 (continued)

The $14,754 million in reported sales by shoe/outlet types was distributed as shown in the following table.

	Establishments		Footwear Sales	
	Number	Percent	Thous. $	Percent
Men's & boys' footwear reported total	48,890	100.0	$5,168,430	100.0
Shoe stores	29,378	60.1	3,741,271	72.4
Department stores	4,814	9.8	801,538	15.5
Men's & boys' wear stores	5,081	10.4	252,410	4.9
Women's wear stores	846	1.7	19,903	0.4
Family clothing stores	8,693	17.8	352,213	6.8
Children's wear stores	78	0.2	1,095	*
Women's & girls' footwear reported total	49,775	100.0	8,008,075	100.0
Shoe stores	31,626	63.5	5,545,367	69.2
Department stores	5,092	10.2	1,704,678	21.3
Women's wear stores	4,095	8.2	323,184	4.0
Men's & boys' wear stores	975	2.0	28,672	0.4
Family clothing stores	7,920	15.9	404,177	5.0
Children's wear stores	67	0.1	1,997	*
Children's footwear, not including infants'/toddlers,total	32,423	100.0	1,577,685	100.0
Shoe stores	24,265	74.8	1,301,053	82.5
Department stores	3,007	9.3	157,975	10.0
Children's wear stores	442	1.4	9,294	0.6
Men's & boys' wear stores	429	1.3	5,680	0.4
Women's wear stores	53	0.2	1,281	*
Family clothing stores	4,227	13.0	102,402	6.5

* Less than 0.1%.

Source: Based on 1982 Census of Retail Trade

Shoe Stores

Details on shoe stores by size, number of firms, sales, concentration, etc.; will be found in the STATISTICAL ANALYSIS OF RETAILING FACT FILE. The following table covers a breakdown on footwear sales in shoe stores, by type of store and by footwear classification.

Shoe stores selling both men's and women's, as well as juveniles', footwear (family shoe sotres) dominate in each type of footwear.

(continued)

FOOTWEAR

Shoe Stores (continued)

Footwear Sales By Type of Shoe Store, 1982
(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
	Number	Percent	Amount (thous. $)	Percent	Percent by Shoe Type
Shoe stores, total	36,277	100.0	$11,275,397	100.0	—
Men's & boys' footwear, total	29,239	80.6	3,741,271	33.2	100.0
Family shoe stores	23,288	64.2	2,637,044	23.4	70.5
Men's shoe stores	4,153	11.4	1,016,967	9.0	27.2
Women's shoe stores	1,787	4.9	85,103	0.8	2.3
Children's shoe stores	11	**	2,157	**	**
Women's & girls; footwear, total	31,626	87.2	5,545,367	49.2	100.0
Family shoe stores	23,291	64.2	3,223,235	28.6	58.1
Women's shoe stores	7,832	21.6	2,303,074	20.4	41.5
Men's shoe stores	314	0.9	14,237	0.1	0.3
Children's/juveniles' shoe stores	189	0.5	4,821	0.1	0.1
Children's footwear, total*	24,265	66.9	1,301,053	11.5	100.0
Family shoe stores	21,031	58.0	1,042,918	9.2	80.2
Children's/juveniles' shoes stores	994	2.7	205,768	1.8	15.8
Women's shoe stores	1,863	5.1	44,826	0.4	3.4
Men's shoe stores	377	1.0	7,541	0.1	0.6
Related products:					
Footwear accessories	22,123	61.0	370,750	3.3	—
Other merchandise receipts	—	—	316,956	2.8	—

* Footwear for infants' and toddlers' is not included.
** Less than 0.1%.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC-82-1-3

Department Stores

Excluding leased department operations, in 1982 sales of footwear in department stores amounted to $2.7 billion. Of this total, men's and boys' footwear accounted for 29.8%; women's and girls', 63.5%; children's (not including infants'/toddlers'), 5.9%; related footwear products, 0.8%. (See the STATISTICAL ANALYSIS OF RETAILING Fact File for details on numbers of department stores, sales concentration, etc.)

FOOTWEAR

Department Stores (continued)

Footwear Sales in Department Stores, 1982
(Not including leased departments)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Department stores, total	9,981	100.0	$99,170,163	—	100.0
Footwear, except infants' & toddlers' total	5,290	53.0	2,685,556	3.9	2.7
Men's & boys'	4,814	48.2	801,538	1.3	0.8
Women's & girls'	5,092	51.0	1,704,678	2.5	1.7
Children's**	3,007	30.1	157,975	0.4	0.2
Related products	—	—	21,367	—	*

* Less than 0.1%.
** Not including infants'/toddlers' which are reported in children's wear.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

SPORTING GOODS & RELATED PRODUCTS

As defined by the Census Bureau, sporting goods and related products include team goods sold to teams and institutions by retail businesses as well as team goods sold at retail; also equipment for tennis, golf, skiing, camping/ outdoor, hunting, trophies, plaques, bicycles, boats and other sporting goods. Activewear is not included in this broad classification, however it is covered in this section of the Fact File (as well as in the apparel sections).

As explained in the INTRODUCTION to the Fact File, in 1982, the census of retail trade treated leased departments as separate retail establishments. Because of a single large operation involving leased general-line sporting goods departments in general merchandise stores in 1982 (and no longer in operation), counts on general-line sporting goods stores have been distorted and their sales share of sporting goods products increased at the expense of general merchandise stores' share when 1982 figures are compared with 1977. (In 1977, leased department operations were included in the data for the stores in which they were operated).

Total retail sales of sporting goods and equipment, as defined by the Census Bureau, amounted to $13,038 million in 1982, representing a gain (in current dollars) of 38% compared with the 1977 total of $9,451 million.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

SPORTING GOODS & RELATED PRODUCTS

Sporting Goods Sales By Major Type of Retail Outlet, 1982

(Includes only establishments with payroll)

	Number of Establishments	(thous. $)	Percent of Total
Sporting goods, total	70,468	$13,038,094	100.0
General merchandise group stores	14,615	2,859,631	21.9
Department stores*	5,909	1,994,501	15.3
Variety stores	4,036	215,941	1.7
Miscellaneous gen. mdse. stores	4,670	649,189	5.0
Boat/vehicle/automobile dealers	5,284	2,578,107	19.8
Sporting goods stores & bicycle shops, total**	20,152	5,624,145	43.1
General line sporting goods stores**	9,252	3,110,916	23.9
Specialty line sporting goods stores	10,900	2,513,229	19.3
Other retailers (mail order houses, hardware stores, hobby shops, etc.)	30,417	1,976,211	15.2

* Leased departments are not included. In all cases, they are treated as separate establishments in their specialty.

** See the section on Sporting Goods Stores for store definitions and a discussion regarding the leased department operations.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Sporting Goods Stores

The change in treating leased department operations as separate stores in 1982 has had a major impact on data covering general line sporting goods stores. This system has exaggerated the number of general line sporting goods stores, while diminishing the sporting goods business reported for general merchandise stores (the primary type of lessor store).

The U.S. Census Bureau has issued the following supplemental information for 1982: a total of 2,017 leased departments, re-classified as general line sporting goods stores, were operated by two firms. These operations had a combined total of $1,060.5 million in sales (24.2% of the $4,377.5 million in total sales reported for general line sporting goods stores in 1982). Through trade information, one of these operations can be identified as K-mart Sports Corp. (which leased the departments from K-mart Enterprises), operating some 1,800 departments in 1982 (but no longer operating leased departments).

The above must be kept in mind in evaluating the sales share by outlet type of sporting goods and related products in 1982 compared with the present time. Further details on the number and sales size of sporting goods stores will be found in the Fact File: A STATISTICAL ANALYSIS OF RETAILING.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

SPORTING GOODS & RELATED PRODUCTS

Sporting Goods Stores (continued)

Store Definitions

GENERAL LINE SPORTING GOODS STORES (SIC 5941 part): Stores primarily selling a general line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf and other sports. Also gymnasium and other equipment.

SPECIALTY LINE SPORTING GOODS STORES (SIC 5941 part:) Stores specializing in a maximum of four lines of sporting goods and equipment, such as guns, bicycles, trophies, skiing, golfing, bowling and billiards equipment. (Bicycle shops represent a substantial portion of counts involving specialty line sporting goods stores without payroll--reported in 1977, but not in 1982).

Sporting Goods Store Sales By Merchandise Line, 1982

(Includes only establishments with payroll
as classified by the Census Bureau)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
General line sporting goods stores, total	9,252	100.0	$4,377,471	—	100.0
Sporting goods	9,252	100.0	3,110,916	71.1	71.1
Team equip. (institutions)	3,343	36.1	348,158	24.7	8.0
Team equip. (individuals)	7,834	84.7	380,467	10.5	8.7
Tennis equipment	6,983	75.5	295,585	8.4	6.8
Golf equipment	5,892	63.7	229,802	7.6	5.2
Snow/skiing equipment	1,651	17.8	193,558	12.7	4.4
Firearms/hunting equipment	6,110	66.0	385,041	12.2	8.8
Fishing tackle	2,643	28.6	177,568	8.9	4.1
Camping/backpacking equipment	5,908	63.8	358,654	11.3	8.2
Trophies, plaques	1,552	16.8	29,200	4.6	0.7
Bicycles, parts, accessories	423	4.6	28,798	10.1	0.7
Other sporting goods	7,544	81.5	684,085	18.2	15.6
Other merchandise lines:					
Activewear, exc. footwear	6,568	71.0	691,363	—	15.8
Men's & boys'	6,568	71.0	408,849	12.6	9.3
Women's & girls'	6,236	67.4	282,514	9.2	6.5
Footwear	7,164	77.4	442,247	12.7	10.1
Other merchandise, receipts	—	—	132,945	—	3.0

(continued)

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

SPORTING GOODS & RELATED PRODUCTS

Sporting Goods Stores (continued)

Sporting Goods Store Sales By Merchandise Line, 1982
(Includes only establishments with payroll
as classified by the Census Bureau)
(continued)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Specialty line sporting goods stores, total	10,900	100.0	3,137,440	—	100.0
Sporting goods	10,900	100.0	2,513,229	80.1	80.1
Team equip. (institutions)	615	5.6	35,083	19.8	1.1
Team equpi. (individuals)	581	5.3	38,473	21.3	1.2
Tennis equipment	1,117	10.2	76,185	18.9	2.4
Golf equipment	2,359	21.6	410,060	66.2	13.1
Snow/skiing equipment	1,775	16.3	348,836	42.9	11.1
Firearms/hunting equipment	2,143	19.7	503,486	65.7	16.0
Fishing tackle	1,959	18.0	221,370	42.3	7.1
Camping/backpacking equipment	1,273	11.7	128,287	23.1	4.1
Trophies, plaques	355	3.3	6,577	8.8	0.2
Bicycles, parts, accessories	3,605	33.1	617,546	68.7	19.7
Other sporting goods	1,994	18.3	127,326	17.9	4.1
Other merchandise lines:					
Activewear, exc. footwear	2,493	22.9	245,786	—	7.8
Men's & boys'	2,493	22.9	134,848	15.9	4.3
Women's & girls'	2,177	20.0	110,938	15.0	3.5
Footwear	2,089	19.2	76,096	10.5	2.4
Other merchandise, receipts	—	—	302,329	—	9.6

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade, RC82-1-3

Department Stores, Boat Dealers, etc.

For information on number of stores and of firms, by sales size, employment, etc. see the Fact File: A STATISTICAL ANALYSIS OF RETAILING. Following is information on sales of specified merchandise lines within the sporting goods and related product category. Again, as noted on page 25, leased departments are not included in the departmental data, but in 1982 were counted as separate retail outlets, in the appropriate retail specialty.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

SPORTING GOODS & RELATED PRODUCTS

Department Stores, Boat Dealers, etc. (continued)

Sporting Goods & Related Product Sales In Specified Store Types, 1982
(Includes only establishments with payroll

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Department stores, total	9,981	100.0	$99,170,163	—	100.0
Sporting goods, total	5,909	59.2	1,994,501	3.1	2.0
Bicycles, parts, accessories	5,219	52.3	585,637	1.1	0.6
Other sporting goods	5,181	51.9	1,498,864	2.4	1.4
Adult active sportswear, total excluding footwear	na	—	2,008,564	—	2.0
Men's	6,931	—	796,943	1.0	0.8
Women's	6,175	—	1,578,107	1.6	1.2
Boat, recreational vehicle; motorcyle, etc., dealers	11,740	100.0	9,038,829	—	100.0
Sporting goods	5,284	45.0	2,578,107	71.6	28.5

na - not available

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

Activewear

Among the major store types for which sales of activewear were reported in the 1982 census, sales amounted to over $4.9 billion. Of this total, activewear for men amounted to $1.8 billion and for women, to over $3.0 billion. Sales by major outlet type were reported as follows:

Adult Activewear Sales By Type of Retail Outlet, 1982
(Sales in thousands of dollars)

	Total Reported		Men's		Women's	
	Sales	Percent	Sales	Percent	Sales	Percent
Adult activewear, reported total*	$4,846,772	100.0	$1,831,869	100.0	$3,014,903	100.0
Department stores	2,008,564	41.4	796,943	43.5	1,211,621	40.2
Apparel specialty stores:	1,901,059	39.2	491,229	26.8	1,409,827	46.7
Men's wear stores	186,023	3.8	174,505	9.5	11,518	0.4
Women's ready-to-wear stores	916,450	18.9	29,546	1.6	886,904	29.4
Women's accessory/specialty stores	164,765	3.4	—	—	164,765	5.5
Family clothing stores	631,615	13.0	287,178	15.7	344,437	11.4
Children's wear stores	2,206	**	—	—	2,206	**
Sporting goods stores, total	937,149	19.4	543,697#	29.7	393,452##	13.1
General line	691,363	14.3	408,849	22.3	282,514	9.4
Specialty line	245,786	5.1	134,848	7.4	110,938	3.7

* Not including footwear
** Less than 0.1%
# Includes men's and boys' active wear
## Includes women's and girls' activewear

Source: Based on 1982 Census of Retail Trade

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

MISCELLANEOUS PRODUCTS (TOYS, GAMES, PHOTO EQUIPMENT, STATIONERY, BOOKS)

Major Reporting Outlet Types (Establishments with payroll)

Number of Establishments Selling Each Category & Sales of Category
(in millions of dollars)

Reporting Retailers (major types)	Toys Estabs.	Toys Mil. $	Hobby & Craft Goods, Games Estabs.	Hobby & Craft Goods, Games Mil. $	Photo Equipment Estabs.	Photo Equipment Mil. $	Luggage & Leather Goods Estabs.	Luggage & Leather Goods Mil. $
Total	50,046	$5,407.2	29,729	$2,411.0	37,630	$2,482.1	18,520	$1,190.9
Department stores	8,538	2,209.1	5,916	694.9	7,241	1,243.2	4,438	376.4
Variety stores	10,244	506.3	5,515	94.6	5,783	97.8	3,942	44.6
Other general mdse. stores	7,609	534.3	2,470	147.5	3,141	358.1	4,282	151.6
Hobby, toy, game stores	4,321	1,503.8	6,188	1,033.1	283	12.3	—	—
Luggage, leather goods	112	0.4	579	9.8	14	0.6	1,883	509.2
Gift, novelty shops	3,178	83.4	1,876	61.1	597	17.6	1,244	27.0
Drug stores	12,897	347.9	4,318	82.9	17,708	478.0	—	—
Mail order houses*	3,027	155.8	2,841	257.4	2,812	251.5	2,703	78.7
Direct selling estabs.	120	66.2	26	29.7	51	23.0	28	3.0

	Books, Magazines Newspapers Estabs.	Books, Magazines Newspapers Mil.$	Stationery & School Supplies Estabs.	Stationery & School Supplies Mil. $	Greeting Cards Estabs.	Greeting Cards Mil. $
Total	114,408	$6,912.3	61,078	$3,566.4	60,414	$2,565.8
Department stores	6,385	471.5	8,514	1,020.8	7,835	513.9
Variety stores	5,503	67.4	10,426	517.2	7,357	133.3
Other general mdse. stores	2,499	38.6	5,633	109.1	3,045	43.8
Grocery stores	59,904	1,606.2	—	—	—	—
Drug stores	23,094	507.8	21,698	420.6	27,448	668.4
Book stores	9,355	2,616.9	2,087	139.7	—	—
Stationery stores	1,125	47.9	4,750	1,037.4	2,133	96.0
Gift, novelty stores	3,869	74.3	5,486	98.7	11,982	1,063.9
Mail order houses*	1,722	835.7	2,232	143.5	581	43.8
Direct selling estabs.	952	651.0	252	79.4	33	2.7

* Catalog order desks operated in department stores, or other store types, are included in data on stores in which they are operated.

Source: Based on 1982 Census of Retail Trade.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

HOMEFURNISHINGS & EQUIPMENT

The total market for homefurnishings and equipment, as measured in 1982 census of retail trade reports covering retail outlets with payroll, amounted to $84.4 billion in that year, according to the U.S. Bureau of the Census. In terms of major product categories, the retail sales pie was divided as noted below.

Homefurnishings & Equipment Sales Through Retail Outlets, 1982
(Includes only establishments with payroll)

	Establishments	Sales Thous. $	Sales Percent
Homefurnishings & equipment, total	--	$84,399,182	100.0
Furniture & bedding (sleep equipment)	67,720	19,086,032	22.6
Major appliances (kitchen/laundry appliances, room air conditioners, vacuum cleaners, sewing machines)	61,383	11,336,558	13.4
Small electric appliances (including household & personal care)	69,910	4,380,812	5.2
Kitchenware & homefurnishings (housewares, tabletop, giftwares, decorative accessories, lamps, mirrors, etc.)	150,023	15,642,082	18.5
TV & video recorders & tapes	58,735	6,841,209	8.1
Audio equipment & musical instruments & supplies	74,084	11,278,674	13.4
Curtains, draperies, other home textiles (domestics), venetian blinds & other window coverings	63,350	8,926,133	10.6
Floor coverings (soft & hard)	56,540	6,907,682	8.2

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade RC82-1-3

FURNITURE & BEDDING

Stores classified as "furniture stores" are the major outlet for furniture and bedding, accounting for 73.9% of the $19.1 billion in reported sales through retail outlets with payroll in 1982. In the previous census of retail trade, covering 1977, furniture and bedding sales totaled $14.7 billion and furniture stores accounted for 73.5% of the total. Department stores accounted for 16.2% of reported sales in 1982; 17.7% in 1977. (Dollar sales are in current dollars, without adjustment for inflation.)

HOMEFURNISHINGS & EQUIPMENT

FURNITURE & BEDDING (continued)

Furniture & Bedding Sales by Major Retail Outlet Type, 1982
(Includes only establishments with payroll)

	Number of Establishments	Sales by Outlet Type (thous. $)	Sales by Outlet Type % of Total
Furniture & bedding total	67,720	$19,086,032	100.0
General merchandise group stores*	15,695	3,440,727	18.0
Department stores*	8,162	3,099,952	16.2
Furniture, homefurnishings store group	34,031	14,577,834	76.4
Furniture stores	29,609	14,095,074	73.9
Nonstore retailers:			
Mail order houses**	3,142	257,208	1.3
Other retailers	14,852	810,263	4.3

* Leased departments are not included. (See introduction to this Fact File).
** Catalog order desks are included in the sales of the stores in which operated.

Source: U.S. Bureau of the Census, 1982 Census of Retail Trade RC82-1-3

Furniture Stores, Department Stores

Details on stores, covering number of firms, sales size, employment, etc., will be found in the STATISTICAL ANALYSIS OF RETAILING Fact File. Following is information on furniture and on the other major merchandise classifications sold in furniture stores and in department stores.

Furniture Store Sales By Major Merchandise Lines, 1982
(Includes only establishments with payroll)

			Sales of specified merchandise line		
				Percent of total sales of	
	Establishments		Amount	Estabs. selling	All
	Number	Percent	(thous. $)	the line	Estabs.
Furniture stores, total	29,609	100.0	$17,223,362	—	100.0
Furniture & bedding	29,609	100.0	14,095,074	81.8	81.8
Curtains, draperies, dry goods	8,791	29.7	238,675	4.2	1.4
Major household appliances	10,270	34.7	831,539	12.7	4.8
Small electric appliances	494	1.7	16,271	2.6	0.1
TV's, video recorders, tapes	8,877	30.0	376,171	6.5	2.2
Audio equip., musical instruments	1,716	5.8	65,088	4.0	0.4
Floor coverings	11,917	40.2	621,292	7.9	3.6
Kitchenware, homefurnishings	15,171	51.2	691,292	6.6	4.0
Other merchandise, receipts	—	—	287,418	—	1.7

(continued)

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

HOMEFURNISHINGS & EQUIPMENT

Furniture Stores, Department Stores (continued)

Furniture Stores Sales By Major Merchandise Lines, 1982
(Includes only establishments with payroll)
(continued)

			Sales of specified merchandise line		
				Percent of total sales of	
	Establishments		Amount	Estabs. selling	All
	Number	Percent	(thous. $)	the line	Estabs.
Department stores, total	9,981	100.0	$99,170,163	—	100.0
Furniture & bedding	8,162	81.8	3,099,952	3.6	3.1
Upholstered furniture	3,367	33.7	726,878	1.4	0.7
Other living room, dining room, bedroom furniture	3,798	38.0	785,545	1.5	0.8
Sleep furniture (mattresses, spring, dual-purpose, etc.)	3,725	37.3	804,595	1.5	0.8
All other furniture	6,954	69.7	782,934	1.1	0.8
Floor coverings	6,394	64.1	795,419	1.2	0.8
Kitchenware, homefurnishings	9,759	97.8	5,378,647	5.5	5.4
Cookware, cooking accessories	9,200	92.2	1,500,291	1.6	1.5
Dinnerware, tabletop, giftwares	8,750	87.7	1,465,680	1.6	1.5
Decorative accessories	8,962	89.8	1,187,248	1.3	1.2
Other homefurnishings	7,793	78.1	1,225,428	1.6	1.2

MAJOR APPLIANCES

Major Household Appliances Sales By Major Retail Outlet Type, 1982
(Includes only establishments with payroll)

	Number of	Sales by Outlet Type	
	Establishments	(thous. $)	% of Total
Major appliances, total	61,383	$11,336,558	100.0
Household appliance stores	10,239	3,625,163	32.0
Department stores*	6,286	3,585,980	31.6
Radio/TV stores	2,691	694,021	5.6
Building materials, hardware, garden supply, mobile home dealers	9,008	479,756	4.2
Nonstore retailers	5,270	1,086,808	9.6
Mail order houses**	3,318	510,137	4.5
Direct selling establishments	1,952	576,671	5.1
Other retailers	27,889	1,924,830	17.0

* Leased departments are not included in data on the stores in which they are operated. They are counted as separate establishments in the appropriate kind of business specialty store classification. Sales from catalog order desks are included in department store data.

**See above footnote (*) regarding catalog order desks.

Note: Retail sales do not include major appliances which reach consumers through builders or other-than-retail outlets.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

HOMEFURNISHINGS & EQUIPMENT

Household Appliance Stores

For information on number of stores by sales size, number of firms, etc., see the STATISTICAL ANALYSIS OF RETAILING Fact File.

Household Appliances Store Sales By Major Merchandise Line, 1982
(Includes only establishments with payroll)
(continued)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Household appliance stores, total	10,542	100.0	$5,697,300	—	100.0
Major household appliances	10,239	97.1	3,625,163	64.7	63.6
Kitchen appliances	8,198	77.8	2,019,581	39.5	35.4
Laundry appliances	6,969	66.1	886,145	20.0	15.6
Other major appliances	7,631	72.4	719,437	16.9	12.6
Small electric appliances	1,758	16.7	141,502	10.9	2.5
TV's, video recorders, tapes	5,287	50.1	835,451	21.5	14.7
Audio equipment & accessories	2,597	24.6	131,101	5.8	2.3
Records & tapes	491	4.6	7,530	1.3	0.1
Furniture & sleep equipment	1,548	14.7	231,684	20.3	4.1
Floor coverings	651	6.2	31,576	6.5	0.6
Kitchenware & homefurnishings	1,144	10.8	35,030	3.6	0.6
Sporting goods	247	2.3	6,108	2.5	0.1
Hardware, tools, plumbing, supplies	889	8.4	63,238	9.6	1.1
Calculating equipment, computers	306	2.9	15,649	3.3	0.3
Other merchandise, receipts	—	—	573,268	—	10.1

Source: U.S. Bureau of the Census,
Census of Retail Trade, RC82-1-3

Department Stores

Department Store Sales of Major Appliances, 1982

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Department stores, total	9,981	100.0	$99,170,163	—	100.0
Major household appliances	6,286	63.0	3,585,980	5.2	3.6
Kitchen appliances	3,149	31.5	1,731,468	3.8	1.7
Laundry appliances	2,145	21.5	798,540	2.2	0.8
Other major appliances	5,482	54.9	1,055,972	1.7	1.1

Note: For details on sales of appliance in furniture stores, see the section on Furniture.

Source: U.S. Bureau of the Census,
Census of Retail Trade, RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

HOMEFURNISHINGS & EQUIPMENT

Housewares (Electric & Nonelectric) (Kitchenware & Related Products)

Sales of kitchenware and homefurnishings (as defined in the first table in this section on Homefurnishings and Equipment) amounted to $15.6 billion compared with a total of $9.9 billion in 1977. Sales of small electric appliances were reported at $4.4 billion in 1982 vs. $2.8 billion in 1977. It should be kept in mind that these are current dollars, and inflation in this period is a factor in the sales increase.

Sales by major type of outlet in 1982 were distributed as noted below.

Kitchenware/Homefurnishings & Small Electric Appliance Sales
By Major Retail Outlet Type, 1982
(Includes only establishments with payroll)

	Number of Establishments	Sales By Outlet Type	
		(thous. $)	% of Total
Kitchenware/homefurnishings, total	150,023	$15,642,082	100.0
General merchandise stores, total	30,553	7,107,992	45.4
Department stores*	9,759	5,378,647	34.4
Variety stores	10,387	655,260	4.2
Misc. general mdse. stores	10,407	1,074,085	6.9
Furniture, homefurnishings, equipment stores, total	31,269	2,547,976	16.3
Furniture stores	15,171	691,292	4.4
Drapery, curtain, uphol. stores	478	19,475	0.1
Kitchenware & homefurnishings stores	7,767	1,762,673	11.3
Appliance, radio, TV, music stores	7,548	66,944	0.4
Building materials, hardware, garden supply, mobile home dealers, total	14,751	863,731	5.5
Hardware stores	11,439	434,429	2.8
Grocery stores/supermarkets	17,638	1,292,552	8.3
Drug & proprietary stores	13,677	592,653	3.8
Jewelry stores	7,920	388,427	2.5
Gift, novelty, souvenir shops	13,472	1,308,379	8.4
Nonstore retailers:			
Mail order houses	3,507	735,266	4.7
Direct selling establishments	893	321,847	2.1
Other retailers	16,343	483,259	3.0
Small electric appliances, total	69,910	4,380,812	100.0
General merchandise stores, total	23,199	2,845,932	65.0
Department stores	8,891	2,115,475	48.3
Variety stores	8,383	156,365	3.6
Misc. general mdse. stores	5,925	574,092	13.1
Household appliance stores	1,758	141,502	3.2
Other homefurnishings stores, incl. furniture, radio, TV stores	1,625	69,404	1.6
Hardware stores	9,286	184,128	4.2
Grocery stores, supermarkets	3,995	201,735	4.6
Drug & proprietary stores	15,071	568,230	13.0
Nonstore retailers:			
Mail order houses	3,098	153,560	3.5
Direct selling establishments	259	17,150	0.4
Other retailers	11,619	199,171	4.5

* Includes sales from catalog order desks but excludes all leased department activity.

Source: U.S. Bureau of the Census,
Census of Retail Trade RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAI[illegible]SINESS

HOMEFURNISHINGS & EQUIPMENT

Housewares (Electric & Nonelectric) (Kitchenware & Related Products) (continued)

In the 7,676 "Kitchenware and Homefurnishings Stores", this merchandise represented 76.1% of the stores' total sales and amounted to $1,763 million in 1982.

Information on merchandise line sales in department stores, furniture stores and household appliance stores will be found on preceding pages. See Grocery and Drug Store merchandise breakouts in appropriate sections of this Fact File. Details on stores in terms of number by sales size, number of firms, etc., are covered in the Fact File: A STATISTICAL ANALYSIS OF RETAILING.

TV & VIDEO RECORDERS, TAPES, AUDIO EQUIPMENT, MUSICAL INSTRUMENTS & SUPPLIES

Retail Sales By Major Retail Outlet Type, 1982
(Includes only establishments with payroll)

	Number of Establishments	Sales By Outlet Type (thous. $)	% of Total
TV, video recorders, tapes, total	58,735	$6,841,209	100.0
Furniture, homefurnishings & equipment stores, total	29,594	4,039,291	59.0
Radio, TV stores	14,240	2,767,420	40.5
Household appliance stores	5,287	139,410	12.2
General merchandise group stores	10,769	2,193,966	32.1
Department stores*	5,164	1,833,943	26.8
Nonstore retailers:			
Mail order houses	3,206	175,011	2.6
Other retailers	15,166	432,941	6.3
Audio equipment, Musical Instruments & Supplies, total	74,084	11,278,674	100.0
Furniture, homefurnishings & equipment stores, total	28,277	7,410,730	65.7
Radio, TV stores	14,482	3,685,411	32.7
Music stores	9,284	3,512,645	31.1
General merchandise group stores, total	19,259	2,515,266	22.3
Department stores*	8,466	1,717,214	15.2
Nonstore retailers:			
Mail order houses	3,489	666,610	5.9
Direct selling establishments	272	36,088	0.3
Other retailers	22,787	649,980	5.8

* Includes sales from catalog order desks but excludes all leased department activity.

Source: U.S. Bureau of the Census,
Census of Retail Trade RC82-1-3

Information on some of the leading outlets listed above (department stores, household appliance stores, etc.,) has been covered in previous tables in this section covering merchandise line sales. Also see store data in the Fact File referred to above.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

TV & VIDEO RECORDERS, TAPES, AUDIO EQUIPMENT, MUSICAL INSTRUMENTS & SUPPLIES

Radio & Television Store Sales By Major Merchandise Line, 1982
(Covers only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Radio & television stores, total	19,462	100.0	$9,764,228	—	100.0
TV's, video recorders and tapes	14,420	73.2	2,767,424	38.1	28.3
Audio equipment, musical instruments and supplies	14,482	74.4	3,685,411	49.7	37.7
Major appliances	2,691	13.8	634,021	24.3	6.5
Kitchen appliances	2,357	12.1	39[illegible],652	16.3	4.0
Laundry appliances	1,647	8.5	151,287	8.4	1.5
Other major appliances	1,380	7.1	90,082	5.4	0.9
Small electric appliances	333	1.7	22,834	5.4	0.2
Furniture & sleep equipment	394	2.0	62,148	12.9	0.6
Kitchenware and home furnishings	6,363	32.7	30,624	1.5	0.3
Calculating equipment & computers	10,060	51.7	1,553,955	35.3	15.9
Other merchandise, service receipts	—	—	1,007,811	—	10.5
Music stores, total	9,284	100.0	3,781,012	—	100.0
TV's, video recroders and tapes	1,047	11.3	55,403	12.0	1.5
Audio equipment, musical instruments and supplies	9,284	100.0	3,512,645	92.9	92.9
Other merchandise, receipts	—	—	212,964	—	5.6
Record shops, total	4,420	100.0	1,903,625	—	100.0
Audio equipment, musical instruments and supplies	4,420	100.0	1,774,921	93.2	93.2
Audio equipment and accessories	1,226	27.7	95,864	16.0	5.0
Records and tapes	4,420	100.0	1,639,834	86.1	86.1
Other merchandise, service receipts, etc.	—	—	128,704	—	6.8

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

CURTAINS, DRAPERIES, DOMESTICS, WINDOW COVERINGS, FLOOR COVERINGS

Retail sales through outlets with payroll of curtains, draperies, shades, venetian blindes, linens and domestics amounted to $8,926 million, in 65.350 outlets in 1982. (Fabrics, custom-made products, shades and blinds are included). Due to a change in product classification, comparable figures for 1977 are not available.

Sales of hard and soft surface floor covering in 1982 were reported at $6,908 million in 56,540 outlets with payroll. Floor coverings sales in 65,697 retail outlets with payroll amounted to $5,770 million in 1977.

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

CURTAINS, DRAPERIES, DOMESTICS, WINDOW COVERINGS, FLOOR COVERINGS

Curtain, Drapery, Domestics, Window Coverings, Floor Coverings Sales By Major Retail Outlet Type, 1982

(Includes only establishments with payroll)

	Number of Establishments	Sales By Outlet Type	
		(thous. $)	% of Total
Curtains, draperies, domestics, window coverings, etc.	65,350	$8,926,133	100.0
General merchandise group stores	27,560	5,760,222	64.5
Department stores*	9,721	4,972,164	55.7
Variety stores	9,986	477,871	5.4
Misc. general merchandise stores	7,853	310,187	3.5
Furniture, homefurnishings stores, total	18,537	1,870,116	21.0
Furniture stores	8,791	238,675	2.7
Drapery, curtain, upholstery stores	4,063	723,066	8.1
Misc. homefurnishings stores	3,524	812,964	9.1
Nonstore retailers:			
Mail order houses	3,265	556,300	6.2
Direct selling establishments	966	120,270	1.3
Other retailers	15,022	619,225	6.9
Floor coverings, total	56,540	6,907,682	100.0
Furniture, homefurnishings stores, total	25,264	5,145,456	74.5
Furniture stores	11,917	621,778	9.0
Floor covering stores	11,125	4,430,570	64.1
Other homefurnishings stores	2,222	93,108	1.4
General merchandise group stores	12,894	889,091	12.9
Department stores*	6,394	795,419	11.5
Other general merchandise stores	6,500	93,672	1.4
Building materials, hardware, garden supply, mobile home dealers	11,475	674,791	9.8
Nonstore retailers	3,339	145,664	2.1
Other retailers	3,568	52,680	0.7

* Includes sales from catalog order desks but excludes all leased department activity. In all cases, leased departments are counted as separate establishments in their specific merchandise specialty.

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

RETAIL TRADE: SELECTED MERCHANDISE LINES BY TYPE OF RETAIL BUSINESS

CURTAINS, DRAPERIES, DOMESTICS, WINDOW COVERINGS, FLOOR COVERINGS

Drapery, Curtain, Upholstery Store & Floor Covering Store Sales By Major Merchandise Line, 1982

(Includes only establishments with payroll)

	Establishments		Sales of specified merchandise line		
				Percent of total sales of	
	Number	Percent	Amount (thous. $)	Estabs. selling the line	All Estabs.
Drapery, curtain, upholstery stores, total	4,063	100.0	$ 858,084	—	100.0
Curtains, draperies, dry goods	4,063	100.0	723,066	84.3	84.3
Window & furniture coverings	4,063	100.0	689,700	80.4	80.4
Domestics	643	15.8	33,310	20.8	3.9
Floor coverings	702	17.3	30,951	18.7	3.6
Other merchandise & receipts	—	—	104,067	—	12.1
Floor covering stores, total	11,125	100.0	5,015,493	—	100.0
Floor coverings	11,125	100.0	4,430,570	88.3	88.3
Soft-surface floor coverings	9,851	88.5	3,253,210	71.3	64.9
Hard-surface floor coverings	8,824	79.3	1,777,360	30.2	23.5
Other merchandise & receipts, including installation, repair	—	—	584,923	—	11.7

Source: U.S. Bureau of the Census,
1982 Census of Retail Trade RC82-1-3

FAIRCHILD FACT FILES

COATS, SUITS, RAINWEAR, AND FURS (WOMEN'S, MISSES' AND JUNIORS'): Details number of manufacturers by employment size, cuttings, and value of shipments. Also covered at the industry level are price trends and imports/exports. At the retailer level, data is presented on estimates of retail volume, sales share by outlet, merchandising and operating results, and also focuses on consumer buying habits and plans.

CONSUMER MARKET DEVELOPMENTS: Provides a detailed view of consumers in the U.S., including population by age and income, number of households and living arrangements, school enrollment, educational attainment, the labor force, employment and earnings. Also covers trends in consumer prices, in personal consumption expenditures by product classification , the outlook for consumer markets based on current economic trends.

DEPARTMENT STORE SALES (Including Selected Major Apparel Specialty Store Sales): Covers sales and the number of stores operated, listed by geographic region and state based on buying headquarter locations. Lists branch store sales where available, as well as plans to open new stores. Sales information on major general merchandise/apparel retail chains, which are listed alphabetically, and a list of department stores with sales of $50 million or more, are included. (1985 Edition available now--1986 Edition available in November)

DRESSES & RELATED APPAREL (WOMEN'S, MISSES' AND JUNIORS'): Statistics on the dress and related women's apparel industry, including trends in the number of manufacturers and in production and shipments. Also data on retail sales by outlet type and on consumer buying habits.

FASHION ACCESSORIES (MEN'S AND WOMEN'S): Information on a wide range of fashion accessories including jewelry, watches, gloves, belts, handbags, small leather goods, luggage, neckwear, hats. Includes key information at manufacturer level, as well as sales and consumer data.

FOOTWEAR (MEN'S, WOMEN'S AND CHILDREN'S): A statistical summary of the U.S. footwear industry and footwear markets. Covers domestic production, shipments, and imports. Provides retail sales and merchandising statistics including sales share by outlet type.

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